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AMERICAN DRUGGIST

AND

PHARMACEUTICAL RECORD,

A Semi-monthly Illustrated - -
Journal of Practical Pharmacy.

CASWELL A. MAYO, Ph.G.,
EDITOR.

THOMAS J. KEENAN,
ASSOCIATE EDITOR.

Volume XLIII.

July to December, 1903.

NEW YORK:
PUBLISHED BY AMERICAN DRUGGIST PUBLISHING CO., 62 TO 68 WEST BROADWAY.

1903.

BOSTON MEDICAL
JAN 18 1904

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CATALOGUED

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7661
AMERICAN DRUGGIST
and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, JULY 13, 1903.

CHICAGO.

ISSUED SEMI-MONTHLY BY
AMERICAN DRUGGIST PUBLISHING CO.

68-68 WEST BROADWAY, NEW YORK.
Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," No. 68-68.
CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. H. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.
THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50
Foreign Countries..... 2.00
Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 68-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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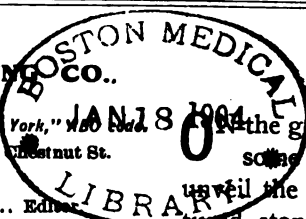
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STATE ASSOCIATIONS.	PLACE.	DATE.
Iowa.....	Council Bluffs.....	July 14, 15, 16.
Maryland.....	Ocean City.....	July 14, 15, 16, 17.
Michigan.....	Battle Creek.....	August 18, 19, 20.
North Dakota.....	Fargo.....	August 4.
South Dakota.....	Canton.....	August 11-13.
Tennessee.....	Monteagle.....	July 15, 16, 17.
Virginia.....	Buckroe Beach.....	July 14.
Washington.....	On Puget Sound (?).....	July.
Wisconsin.....	Waupaca Chain-o'-Lakes.....	September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
American Pharmaceutical.....	Mackinac Island, Mich.....	August 3.
National Wholesalers.....	Boston, Mass.....	September 7.
N. A. R. D.....	Washington, D. C.....	October 5.

CHARLES RICE.


At the green sward of a hillside sloping toward the east some two score pharmacists gathered last week to unveil the simple slab of granite which, so far as sculptured stone can do so, will perpetuate the memory of Dr. Charles Rice. Each participant in the simple ceremonial felt deeply the significance of the occasion, as being the unveiling of the first monument erected by pharmacists to a pharmacist in the United States. It is to be hoped that this evidence of appreciation by pharmacists of a fellow worker may mark the beginning of a more general recognition of pharmacists who have shed luster on the profession. Pharmacy has produced and will continue in the future to produce many able, conscientious men wholly devoted to their profession, and it is well to give some imperishable token of our recognition and appreciation of such men. Certainly the roll of honor is well begun with the name of Charles Rice.

FLUID EXTRACTS FOR THE FRENCH CODEX

MONSIEUR BORQUELOT has announced that the official commission charged with the revision of the French Codex or Pharmacopœia has decided to introduce a number of fluid extracts into that work. This action was taken in response to representations from a number of pharmacists who argued that fluid extracts are desirable preparations, and have been adopted by the Pharmacopœias of a number of countries. The fluid extracts which will be admitted to the Codex are those of rhamnus frangula, cascara, coca, condurango, grindelia hamamelis, hydrastis, kola, sarsaparilla and viburnum. These extracts will be prepared on the American plan—i. e., one minim of the extract will correspond to one grain of the plant. There will be two types of methods of preparation. In the first method, which will be prescribed for rhamnus, cascara, coca, condurango, hydrastis and kola, the liquid residue obtained on percolation after 80 Cc. of percolate are set aside will be evaporated to 200 Cc., which will be added to the 800 Cc. set aside first. In the second type of fluid extracts, to which belong hamamelis, grindelia, sarsaparilla and viburnum, the residue is to be evaporated to the consistency of a soft extract, and this is to be added to the 800 Cc. set aside, which will be brought up to 1000 Cc. by the addition of alcohol of the same strength as that used in percolation.

The strength chosen for the alcoholic menstruum in each case was determined after researches conducted by M. Warin, as follows: For rhamnus and sarsaparilla, 30 per cent.; for cascara and coca, 50 per cent.; for condurango and hamamelis, 45 per cent.; for kola, 60 per cent.;

for hydrastis, 90 per cent.; for grindelia, 75 per cent.; for viburnum, 80 per cent.

This practical acceptance of the leadership of the United States is a very substantial compliment to the excellent work done by our own Pharmacopœial conventions and committees. The uniform reluctance displayed by all Europeans in the first place to changes of any sort and in the second place to the recognition of any idea emanating from America makes this compliment all the more pronounced. It is true, of course, that the process of percolation is in reality of French origin, but its development and application have rendered it practically an American idea, while the fluid extract, as it is to be introduced in the French Codex, is distinctively American. It is not, however, on patriotic grounds alone that this step is the subject of congratulation, for we look upon it as a distinct advance in French pharmacy and of material consequence to pharmacy in general as being one more step in the direction of the unification of the Pharmacopœias of all the civilized nations of the world.

WORK ON TINCTURE OF KINO.

A FRESH contribution to the growing volume of literature pertaining to the preparation of tincture of kino is contained in this number. We are obliged to say that the paper by George M. Beringer, as read before the Pennsylvania Pharmaceutical Association, throws no light on the cause of the gelatinization and consequent loss of astringency which is observed in nearly all old specimens of tincture of kino; and the author rather misses the mark, we think, in concentrating his attention upon the character of the menstruum employed for the extraction of the gum. While the nature of the menstruum, the method of preparation and the manner of preserving the finished tincture may all have something to do with retarding or even preventing the undesirable change which renders the tincture therapeutically worthless, the real solution of the difficulty with this tincture is not to be found by attacking it in this way. The cause of the gelatinization should be first determined and means then be taken for overcoming it in a rational manner. An English pharmacist, Edmund White, has called attention to the presence of an enzyme in the gum, and the gelatinization of the tincture has been ascribed to the activity of this enzyme. More recent experiments by David Hooper, F.C.S., who succeeded in isolating the ferment, showed that the kino enzyme retains its activity after being treated with water at a temperature of 90 degrees C., but that its activity is destroyed when boiled in water at 100 degrees C. In view of the work of White and Hooper, it would seem advisable to conduct some experiments in the manufacture of the tincture looking to the previous destruction of the enzyme, which is supposed to be the cause of the gelatinization by appropriate treatment—*e. g.*, either by boiling the gum in water or submitting it to the action of moist heat under pressure. It is time, at all events, that the efforts of experimenters should be turned away from mere manipulative methods to a proper study of cause, effect and prevention.

STANDARDS IN PHARMACY.

WE published in our last issue an abstract of a report on the National Bureau of Medicines and Foods, and in this number we present an abstract of a letter to pharmacists issued by Dr. H. H. Rusby, chairman of the Joint Committee appointed by the American Medical Association and the American Pharmaceutical Association to study and report upon the plans of the proposed bureau.

While the object of the bureau—namely, the securing of uniformity of standard in medicines and foods—is a most admirable one, the plan as outlined seems to us to be decidedly impracticable in so far as it relates to pharmaceutical preparations. The chairman of the committee himself admits that some, at least, of the manufacturers of pharmaceuticals decline to give their adherence to the proposed bureau, basing their objections upon the following reasons:

1. That the reputation of the individual house is sufficient guarantee of the quality of its products.
2. That the operation of such a bureau would tend to "levelize" products manufactured under its supervision; that it would tend to bring them up or down to one standard (the U. S. Pharmacopœia).
3. That manufacturers should not be interfered with; that they should be permitted to conduct their business as they choose; that the medicine business is like any other business, and should not be the subject of Government or any other control.
4. That such a bureau would work toward the advantage of the small manufacturers at the expense, in loss of sales, of the large manufacturer.

The objections above cited would be such as would naturally occur to manufacturing pharmacists, though there are others, and notably the question of practicability, which seem to our mind to wholly outweigh any objections based upon individual conditions such as those outlined above. It is possible, of course, that we are in error in doubting the practicability of the scheme, but this doubt is certainly shared by a very large proportion of the retail drug trade.

A GREAT MEDICAL JOURNAL.

THE *New York Medical Journal*, already one of the strongest medical weeklies of the country, has been further strengthened by union with the *Philadelphia Medical Journal*. The first issue of the *New York Medical Journal and Philadelphia Medical Journal, Consolidated*, appeared June 20. Similar in aims and in principles of management as the two journals have been, this union must produce a power more than double that of each of these well and favorably known publications singly. It will not be disputed, we think, that the *New York Medical Journal* alone was a great national journal, and the publishers of the combined periodical claim "modestly, but justly, that the *Journal* will be, if not the leading medical organ of the world, at least 'first among its equals.'" In bringing about the consolidation the publishers do not profess to have been unmindful of the advantages to be derived from the consequent enlargement of the subscription list. They announce, indeed, that the outcome of the consolidation is a journal which begins business with a bona fide circulation exceeding 21,000 copies a week. The general offices and editorial rooms of the consolidated periodical are at 66 West Broadway, New York, with branch offices in Philadelphia and Chicago.

A PROCESS FOR SEPARATING CERTAIN ALKALOIDS ON A SMALL SCALE.¹

BY BURT E. NELSON.

Laboratory of the Binghamton State Hospital, Binghamton, N. Y.

THE simple device shown in the accompanying sketch is one which has been in use in the hospital laboratory for some time in separating the total alkaloids from hyoscyamus, and while the principle governing its action is that of the ordinary Hulsebosch perforator, I do not know of its having been used for larger quantities of material.

It consists of a 2-inch, copper or iron, pipe provided with a screw cap and stopcock below, and a T and elbowed exit tube a little over half way up. A $\frac{1}{4}$ -inch pipe having a funnel attached to its upper end extends to the bottom of the larger pipe, being loosely held in place by a perforated and notched cork.

For use the apparatus is filled with chloroform up to the point A, and the alkaline liquid from which the alkaloids are to be washed allowed to flow from the tubulated 5-gallon bottle above, into the funnel tube in a rapid stream of separate drops, the rate of flow being regulated by the faucet in the tubulature. When this has reached the height of the point B in the inner tube it has forced out all the chloroform and begins to flow out of the lower end and up through the chloroform in the larger pipe at the same rate at which it enters above.

As the aqueous alkaline liquid accumulates above the chloroform it gradually flows out and is retained in a suitable container until all the aqueous extract has been added from the jar. About 10 Cc. are now removed and tested for alkaloids with Meyer's reagent, when if appreciable amounts are present, as they usually are, the whole is again transferred to the upper jar and allowed to flow through a smaller fresh lot of chloroform. This is repeated until the extracted liquid contains only mere traces of alkaloid. When the chloroformic solutions containing the free alkaloids are drawn off below care must be used to completely separate them from the smaller portion of watery extract which could not run out of the exit tube.

When once set going properly the process is as nearly automatic as is that of percolation.

As carried out here the process for preparing the alkaloids is as follows:

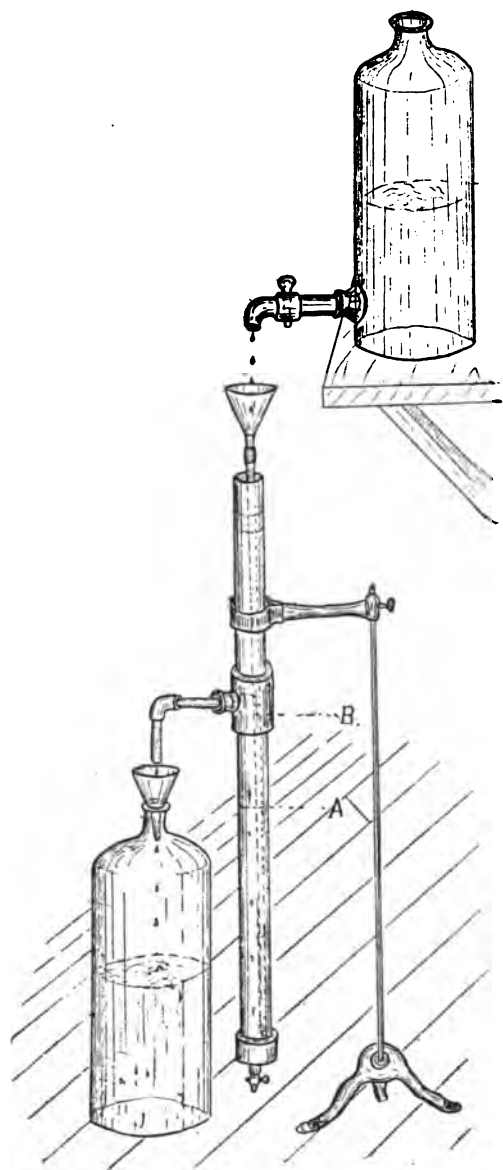
Fifty or 100 pounds of hyoscyamus leaves, which will assay from 0.10 to 0.15 per cent. of total alkaloids, are exhausted with 90 per cent. alcohol by fractional percolation, the percolate slightly acidulated with acetic acid, and the alcohol distilled off at as low a temperature as possible.

The resulting extract in the still is then thoroughly worked with water containing 1 per cent. of sulphuric acid, strained through thin Canton flannel into the tubulated jar or bottle, rendered distinctly alkaline by sodium carbonate, and sent through the extraction tube as described above until the alkaloid is all washed out into the chloroform.

The chloroform is drawn off, freed from the admixed aqueous extract, and "shaken out" with repeated small quantities of water containing 1 per cent. of sulphuric acid until they fail to give more than a slight precipitate when 10 Cc. are removed and treated with 1 or 2 more drops of Mayer's reagent. The acid solution of the mixed sulphates of the alkaloids is now shaken with animal charcoal until the color is practically removed, and filtered.

As we use only the centesimal solution of the sulphates, two lots of the solution are now removed and assayed by shaking out completely with chloroform and titrating the weighed alkaloidal residue with decinormal acid, when the number of cubic centimeters required multiplied by 0.0289 gives the amount calculated as hyoscyamine.

The remainder of the solution is then measured, carefully neutralized, and diluted with water and enough alcohol to make a solution containing exactly 1 per cent. of the alkaloid sulphate. The alcoholic strength should be about 5 per cent. This solution, when kept in a rea-



sonably cool place away from the light has lasted in an unimpaired condition for more than one year, and would probably keep longer if such storage were necessary. We assay the crude drug by a similar process and usually obtain about 90 per cent. of the assay yield, at a cost of less than \$0.35 per gramme, instead of \$2 or \$3, the market price.

Practically all of the chloroform and alcohol is recovered and used again.

If it is desired to obtain the alkaloid in the dry form the process is, of course, more tedious and the yield somewhat lower. The acid aqueous solution before dilution is rendered faintly alkaline with potassium carbonate, allowed to stand 24 hours, and filtered from any sediment

¹Read at the 1903 meeting of the New York State Pharmaceutical Association.

which may have formed. It is then made distinctly alkaline with more carbonate.

After standing until the precipitate has completely subsided, the supernatant liquid is decanted, the alkaloid collected and allowed to dry somewhat on filter paper, dissolved in alcohol and further decolorized by more animal charcoal if necessary, filtered, carefully neutralized with dilute sulphuric acid, the solution evaporated until it contains approximately six parts of alcohol for one of alkaloid, and the latter precipitated with benzene, allowing plenty of time for the complete separation of the salt.

This base, like the commercial product, will contain some hyoscine besides the hyoscyamine, and the mother liquor will contain portions of the base hyoscyamine together with hyoscine.

The latter may be obtained by slightly acidulating the mother liquor with hydrochloric acid, evaporating carefully to a small volume, precipitating the alkaloids with gold chloride, separating them by fractional crystallization (the hyoscine gold chloride separates first), and recovering the gold and free alkaloids by decomposing the precipitate with hydrogen sulphide.

As may be readily seen these last operations are too tedious for the majority of pharmacists to attempt, but the main portions of the process may be of interest and may be applied to the separation of other alkaloids.

PROGRESS OF PHARMACEUTICAL CHEMISTRY*

Review of Analytical Progress and Closely Allied Subjects by American Pharmaceutical Chemists, from July, 1900, to April, 1903,

By LYMAN F. KEBLER,

Chief of Drug Laboratory, Bureau of Chemistry, United States Department of Agriculture, Washington, D. C.

(Concluded from page 313, Vol. XLII.)

Determination of Chloroform.—W. A. Puckner⁶⁶ modifies L. de St. Martin's⁶⁵ method by substituting a 60 Cc. bottle, with a cork, for the sealed tube. The ordinary digesting bottle⁶⁰ for estimating iodine answers the purpose well. (L. F. K.)

Arsenic.—L. E. Sayre⁶¹ discusses the applicability of the various pharmacopœial tests for arsenic. The same worker⁶² reports on a scheme for detecting the presence of arsenic, antimony and tin in the same mixture.

L. F. Kebler⁶⁸ made a comparative test of the well-known methods for detecting the presence of arsenic, such as Reinsch's, Bettendorff's, Marsh-Berzelius', etc., with the result that the last named proved the superior and most reliable. Nearly the whole realm of medicinal chemicals was examined, and many found to contain arsenic.

Gasometric Analysis.—F. X. Moerk^{61a} describes simple and inexpensive nitrometers for the analysis of such preparations as spirits of nitrous ether, sodium nitrate, urea, hydrogen dioxide solution, etc. An aqueous solution of bichromate is used for decomposing the hydrogen dioxide. The nitrometers are constructed out of ordinary material available in any laboratory.

The Specific Gravity Problem.—A. B. Lyons⁶⁴ makes a plea for pharmacopœial specific gravity tables that are of more practical utility. He points out that tables based on vacuo and water at maximum density are out of harmony with the purpose of the Pharmacopœia. O. Schreiner and W. R. Downer⁶⁵ present a very useful article on the specific gravities and coefficients of expansion of volatile oils. They justly contend that the Pharmacopœia is not prepared for physicists and chemists, but druggists, and inasmuch as it is not easy to take specific gravities at 15 degrees C. during summer weather, a higher temperature for such determination is pleaded for. Many observations are cited and made, to show that specific gravities taken at 15 degrees C. differ materially from observations made at 25 degrees C.

Scopola - Belladonna.—The scopola-belladonna question has been agitating not only the pharmaceutical chemist, but also the doctor and the manufacturer. A. B. Prescott and J. O. Schlotterbeck⁶⁶ report results of a chemical investigation of these two drugs, and find that the alkaloid of scopola consists of hyoscyamine, with possibly a trace of atropine; while belladonna contains hyoscyamine, with an admixture of atropine. L. E. Sayre and J. C. Reese⁶⁷ compared the alkaloidal value of belladonna and scopola, and appear to find that the former contains about one and one-half times as much alkaloid as the latter.

A special Research Committee,⁶⁸ upon the comparative pharmacological studies of these two drugs, report as follows: Internally scopola is the more depressing and toxic; but when administered externally it shows little tendency toward producing systemic effects, yet acts locally with promptness and efficiency. Scopola, in eye practice, acts prompter, and is less prolonged in action. It seems to be more efficient for everything, save in plasters, where belladonna proved the superior. Scopola is much more uniform in alkaloidal content than belladonna root.

A. R. Cushny⁶⁹ submitted pure hyoscyamine from scopola and pure atropine from belladonna to pharmacological test, and finds that hyoscyamine is twice as strong as atropine in checking salivary secretion and dilating the pupil. Their action on the nervous system is quite complicated, and is being worked out.

Other Pharmacological Observations.—L. W. Famulener and A. B. Lyons⁷⁰ experimented with digitalis and other drugs that act on the frog's heart like digitalis, and found that their therapeutic value could be ascertained with considerable accuracy, duplicate determinations differing from each other by less than 10 per cent.; a difference which we must as yet tolerate in chemical assays, with even such drugs as opium.

A. R. L. Dohme and A. C. Crawford⁷¹ made a series of experiments to determine what the active constituent of ergot really was. They first established that the fluid extracts used contained the proper active constituents. The cornutine of Keller was then isolated, tested physiologically and found to cause fully as much vaso-constriction of the arterioles as the fluid extract. The part of the fluid extract left, after remov-

⁶⁶ Proc. Am. Pharm. Assoc., 49, 294 (1901).

⁶⁷ Comp. rend., 106, 492 (1888).

⁶⁸ Sutton's Volumetric Analysis, 7th Ed., page 135.

⁶⁹ Drug. Circular, 45, 70 (1901). ^{61a} Am. Jour. Pharm., 72, 366.

⁶² Drug. Circular, 45, 70 (1901).

⁶³ Proc. Am. Pharm. Assoc., 50, 456 (1902); Am. Jour. Pharm., 75, 30 (1903).

* Read, in part, at the Fifth International Congress of Applied Chemistry, June 2, 1903, Berlin, Germany, and contributed for publication in the AMERICAN DRUGGIST.

⁶⁴ (1901), Pharm. Review, 19, 101.

⁶⁵ (1901), Proc. Am. Pharm. Assoc., 49, 377.

⁶⁶ Bull. of Pharm., 16, 55 (1902).

⁶⁷ Drug. Circular, 44, 155 (1900).

⁶⁸ Proc. Am. Pharm. Assoc., 49, 313 (1901).

⁶⁹ Pharm. Archives, 5, 101 (1902).

⁷⁰ Proc. Am. Pharm. Assoc., 50, 415; Pharm. Archives, 5, 500, Abstr. (1902).

⁷¹ Proc. Am. Pharm. Assoc., 50, 472; Pharm. Archives, 5, 508, Abstr. (1902).

ing Keller's cornutine, contained very little, if any, of the vaso-constricting principle of ergot, and finally the determination of Keller's cornutine is a correct means of standardizing the preparations of ergot.

After physiologically examining the preparations of ergot, digitalis and cannabina indica, preparations for which chemists possess little that is satisfactory for determining their quality, Cushny⁷² assures us that the results are sufficiently constant and exact for therapeutic purposes. The author pleads for the introduction of pharmacological assay methods for these drugs into the next edition of the United States Pharmacopœia.

Plant Analysis.—On submitting *Stylophorum diphyllum* to a careful analysis, J. O. Schlotterbeck and H. C. Watkins⁷³ have isolated and identified chelidonine, stylophine, protopine, diphyllyne, sanguinarine, potassium chelidonate and a coloring body, probably chelidoxanthin. Schlotterbeck⁷⁴ has shown that chelidoxanthin, isolated by Probst from *Chelidonium majus*, is simply impure berberine.

A careful search for morphine in *Argemone Mexicana* by the above writer⁷⁵ showed that morphine was not one of the constituents of this plant, but it does contain berberine, protopine and potassium nitrate.

There appeared to be some conflicting results as to the alkaloids contained in *Eschscholtzia Californica*. One investigator found three, another five and a third worker reported morphine. R. Fischer⁷⁶ found that the plant contains seven alkaloids: β and γ homo-chelidonine; two unnamed alkaloids, "a + b," sanguinarine, chelerythrine and protopine.

The above worker has gone over the sanguinaria alkaloids⁷⁷ and confirms previous observations. He points out, however, that β and γ homo-chelidonine are not one and the same compound, but are probably physical isomers, differing in melting point and crystalline form.

The alkaloids of *Glaucium flavum* were variously reported as glaucine, chelerythrine and glaucopidine, but Fischer⁷⁸ found glaucine and protopine in the herb and in the root alone, probably chelerythrine and sanguinarine. The same author worked⁷⁹ on *Dicentra cucullaria*, and found it to contain protopine and two other unnamed alkaloids.

Methyl Alcohol Tincture.

A correspondent in the *AMERICAN DRUGGIST* expresses surprise at the adverse stand of that journal to making tincture iodine from wood alcohol, for the reason that the tincture is never used internally. We have dispensed tincture iodine for internal administration, and we believe it is not an uncommon occurrence. Moreover, tinct. iodine in combination with tinct. aconite is a favorite remedy with dentists in many localities for application to the gums in some form of inflammation. Not only so, it is often injected into cavities of cystic tumors in order to disintegrate the sac so as to prevent its refilling. (Surgeons would express the process in more scientific terms.) Tinct. iodine should never under any circumstances be prepared from wood alcohol, nor should any other tincture for that matter.

It is strange what risks some men are inclined to take when a few cents in the cost of a preparation are involved.—*Midland Druggist for May*.

THE PREPARATION OF TINCTURE OF KINO.

BY GEORGE M. BERINGER.

Camden, N. J.

ALTHOUGH kino is recognized as a valuable astringent medicine, the tendency of the tincture to gelatinize and become immiscible and inert has proven such an objection that in many localities the use of this preparation is being discouraged.

Various investigators have attributed this gelatinization to different constituents. The earlier writers claimed that it was due to insoluble extractive, the apothème of Berzelius. Subsequently this tendency was ascribed to pectin or pectic acid. Mr. Redwood (*American Journal of Pharmacy*, XIV., fol. 259) concluded from his experiments that neither pectin or pectic acid were present in the gelatinous mass, and he considered the change due to the formation of "ulmic acid" or "humus." More recently J. H. Maiden (*American Journal of Pharmacy*, 1889, fol. 633) stated that he could not detect gum or pectin in the gelatinized mass and that he "has little doubt that this gelatinous-looking mass consists wholly or mainly of phlobaphene." By direct experiments he has shown "that insoluble phlobaphenes break down after a longer or shorter period of digestion in alcohol and form a substance already likened to red currant jelly."

A number of formulas for tincture of kino have been published at various times claiming to obviate this trouble, and to attain the same purpose the official formula has been changed in the various revisions of the Pharmacopœia. These official changes have been in the direction of increasing the alcoholic strength of the menstruum and the introduction of glycerin to the extent of 15 per cent. by weight in the 1880 edition, increased in the 1890 revision to 15 per cent. by volume. In the writer's opinion, changes in neither of these directions were desirable and the present official formula has not in his experience been satisfactory, and from the fact that this year queries are again presented to both the Pennsylvania and the New Jersey Pharmaceutical Associations "requesting a formula for tincture of kino that will keep," it is presumed that the experience of other pharmacists is in harmony with his own.

• A very serious and practical objection to the use of glycerin—at least to the extent officially directed—is the fact that it makes filtration exceedingly slow, greatly protracting the exposure and thus inducing the very changes that cause gelatinization.

One operation by a clerk who prepared 200 Cc. of tincture, adhering closely to the official process, required several weeks to complete. Better results were obtained by adding the glycerin to the filtered alcoholic tincture instead of to the menstruum.

Displacement has been highly recommended in the preparation of this tincture, but this method has not proved satisfactory in the writer's hands. An attempt to prepare 200 Cc., using equal bulk of sand to powder and distribute the kino and using the official menstruum (1890), required nearly six weeks to complete.

The use of 15 Gm. of sugar to distribute the kino and replace the glycerin in 100 Cc. of tincture was tried and shortened the time of percolation decidedly. Other experiments tried consisted in the addition of potassa and of ammonia.

But the addition of all such extraneous substances was considered undesirable, and the same may be said of the suggestions in some of the published papers to add magnesium carbonate, catechu, logwood, etc. After experimenting practically for more than a decade with the various suggestions as to addition and menstrua I have obtained the most satisfactory results with the following formula:

Take of kino.....100 Gm.

Diluted alcohol, sufficient quantity to make 1000 Cc.

Rub the kino in a mortar with 250 Cc. of diluted alcohol, previously warmed to 50 degrees C. When saturated decant the solution and repeat with successive portions of warm diluted alcohol until 1000 Cc. of the mixed solution is obtained. Filter and wash the filter and dregs with sufficient diluted alcohol to obtain 1000 Cc. of finished tincture. This should be bottled in small, well-corked vials, holding from 60 to 120 Cc., and kept in a cool, dark place.

I have sometimes modified the manipulation by warming the diluted alcohol in a well-tinned can (an ether can will answer) and adding the powdered kino and agitating occasionally for a few days while standing in a warm place, then filtering and making up to bulk by washing the filter with diluted alcohol. However, in following such a method of manipulation,

¹ Read at the annual meeting of the Pennsylvania Pharmaceutical Association, June 24, 1903.

⁷² *Am. Jour. Pharm.*, 74, 1.

⁷³ *Pharm. Review*, 19, 458 (1901).

⁷⁴ *Pharm. Review*, 20, 4 (1902).

⁷⁵ *Proc. Am. Pharm. Assoc.*, 49, 247 (1901).

⁷⁶ *Proc. Am. Pharm. Assoc.*, 49, 438 (1901); *Ibid*, 50, 451 (1902).

⁷⁷ *Proc. Am. Pharm. Assoc.*, 49, 429 (1901).

⁷⁸ *Proc. Am. Pharm. Assoc.*, 49, 443 (1901).

⁷⁹ *Proc. Am. Pharm. Assoc.*, 50, 453 (1902).

care must be taken to see that the can is thoroughly tinned, as any exposed iron surface will blacken and spoil the product.

I desire to call attention to the following points necessary to be observed in order to obtain a satisfactory preparation of kino. The kino selected should be fresh and have a bright, transparent garnet-colored fracture and should be almost entirely soluble in alcohol and give with cold water a deep red-colored solution and only a moderate amount of insoluble residue. J. H. Maiden (*American Journal of Pharmacy*, 1889, fol. 633) fixed the qualifications for Australian kino necessary to obtain a satisfactory tincture as follows: "If kino is not completely and readily soluble in cold water, forming a clear ruby solution, with no gelatinous ruby-colored residue of phlobaphene, it should be rejected." This qualification will apply with but slight modification to the official or Indian kino.

In regard to the solubility of kino I must note an error in the present Pharmacopœia in the statement that kino is "only slightly soluble in cold water." As this is an East Indian product the following statement from the Pharmacographia Indica (Vol. I., 465) is taken as authority: "The greater part of it is soluble in cold water and all in boiling water, but a portion is deposited on the water cooling." The Pharmacographia of Flückiger and Hanbury, page 196, states, "In cold water they (pieces of kino) sink, but partially dissolve by agitation, forming a solution of very astringent taste and a pale, flocky residue. The latter is taken up when the liquid is made to boil, and deposited on cooling in a more voluminous form." These statements are correct and the forthcoming Pharmacopœia will no doubt correct this error in the U. S. P., 1890.

SELECTION OF MENSTRUUM.

The writer is aware that in preferring the use of diluted alcohol for making tincture of kino he has placed himself in opposition to some of the heretofore accepted authorities, as for example the National Dispensatory, in which occurs the following unqualified statement: "Made with alcohol and properly preserved, it will remain limpid, but if made with diluted alcohol it will gradually lose its astringency and become gelatinous."

However, a critical review of some of the previously published papers and notes is convincing that the favorable results reported for some of these formulas was largely due to the diluted alcohol recommended as the menstruum. Although the proposers attributed the success to other causes, a number of sign boards point toward the menstruum.

The use of strong alcohol was probably advocated on the theory that pectin was supposed to be an ingredient of kino and the cause of the gelatinization. Regarding this theory Mr. Redwood (*American Journal of Pharmacy*, Vol. XIV., fol. 259) writes, "On the presumption therefore that the gelatinization of this tincture depends on the presence of pectin, rectified spirit has been used in its preparation instead of proof spirit, with the view of obviating this result, pectin being insoluble in rectified spirit. This substitution, however, has not been found to effect the intended object as the tincture prepared with rectified spirit is subject to the same change as that made with proof spirit." And then, this author at that time already blazoned the path for a more satisfactory preparation in the following sentence: "The most effectual means of preventing this change would probably be in preparing the tincture to extract as speedily as possible the most soluble part of the kino, without allowing the solution thus formed to remain long in contact with the altered and less soluble constituents."

In a letter to the editor of the *American Journal of Pharmacy* (Vol. XXI., fol. 297), Benjamin Conovan states "that by making the preparation with proof spirit, instead of rectified spirit, I obtained a tincture which keeps perfectly well, is more astringent and less stimulating than we have been before able to obtain it." This statement is subsequently confirmed by R. H. Stabler (*American Journal of Pharmacy*, Vol. XXIII., fol. 123).

L. Myers Connor (*American Journal of Pharmacy*, 1873, fol. 280) ascribed the permanency of his preparation to the use of magnesium carbonate, but it is to be noted that the menstruum used was diluted alcohol.

G. W. Kennedy (*American Journal of Pharmacy*, 1880, fol. 78) attributes the success of his formula to the addition of logwood, but it is to be noted that he likewise used diluted alcohol.

R. Rother (*American Journal of Pharmacy*, 1886, fol. 333) considers glycerin "as unsatisfactory as all other agents previously tried," and says, "the addition of glycerin before or after the gelatinization had no visible effect either in preventing the alteration or regenerating the spoiled tincture." He proposes the use of catechu as a preventive, but strangely attributes no value to the alcoholic weakness of his formula, which contains only four fluid ounces of alcohol in a pint.

The British Pharmacopœia directs 12 fluid ounces of rectified spirit in 20 fluid ounces of tincture of kino, equivalent to about 50 per cent. alcohol in the finished tincture.

These various excerpts indicate that I am only digging out a half-buried truth. The fact is that if proper gum kino is used diluted alcohol will satisfactorily extract it, and is preferable to a stronger alcoholic menstruum because less stimulating.

THE PROPER PRESERVATION OF THE PRODUCT.

Not only should the tincture be divided into small, well-stoppered vials, but they should be preserved in a cool place, protected from the light. The effect of the sunlight in causing the change in this tincture is quite pronounced, yet the Pharmacopœia fails to caution against such exposure, and the various papers examined also fail to direct attention to this cause of change, which is probably quite as potent as the atmospheric exposure. It has been my custom to keep only the one small vial in use in the prescription department, the remainder of the stock in small vials being stored in the dark in the cellar.

In concluding this paper I exhibit the following specimens: No. 1, a 2-ounce bottle that contained tincture of kino made January, 1899, which was gradually used up, leaving only a few drops. This bottle has since been preserved intact to note if a change would take place. No. 2, a 4-ounce bottle that contained some tincture made June, 1900. On June 10, 1902, this had been all used up except about 2 Cc., and was set aside for preservation. Under this unfavorable condition the tincture shows no sign of gelatinizing. No. 3, a full 4-ounce vial of the same lot of tincture made June, 1900. shows no precipitation or tendency to thicken.

The Manufacture of Salicin.

T. Fawcett contributes to the London Pharmaceutical Journal some interesting information about the manufacture of salicin. The successful production of the glucoside on a commercial scale would appear to depend on the following conditions—viz.: (1) The use of the right kind of willow bark; (2) the purchase of the peelings as a by-product of basket manufacture; (3) the employment of a good process of extraction; (4) the working of the bark soon after it is stripped from the twigs.

With regard to point (1), there seems no doubt that the best kind of peelings for the manufacture of salicin are those known in Belgium as "rood schors," but as to their botanical origin some uncertainty appears to exist, since David Brown says they are produced by *Salix fragilis*, while Dr. Crispo considers the source to be *Salix purpurea*.

As regards point (2), it is evident that if the peelings are obtained as refuse from a basket manufactory, the price will be low, and with a view of reducing the cost of production to its lowest point the salicin makers, both Continental and British, have apparently recently formed themselves into a syndicate which will absolutely control the article.

With regard to the process actually employed, it is, of course, a trade secret, but as the result of experiments I have made at odd moments during the last year or two I fancy a method of manufacture which would yield good results might be worked out from the following:

Macerate "rood schors" willow peelings in water for some hours at a temperature as much below the boiling point as will exhaust them. Strain and remove all moisture from the marc by hydraulic pressure. Evaporate the fluid extract thus formed to a low bulk (in vacuo). Throw out the tannin and extractive by treating the liquid in succession with quick lime (CaO), acetate of lead ($Pb(C_2H_3O_2)_2 \cdot 3H_2O$) and subacetate of lead. Remove excess of any of these precipitants with oxalic acid. Filter and evaporate the clear solution to crystals.

It has been stated that lead acetate alone will purify willow bark decoction of its tannin, but I have quite failed to verify this. After various trials success was only attained by the use, in succession, of lime, lead acetate and lead subacetate. Sometimes a final purification with animal charcoal was necessary.

Although competition with the powerful syndicate before named would seem hopeless in Europe, possibly there may be parts of America where the red willow could be grown to advantage, and where its twigs could be transformed without waste into fancy baskets and sciatia killing salicin. Such a country as borders the banks of the Scheldt would probably be worth trying if such a one exist anywhere in the New World.

I Cannot Do Without It.

I have obtained a great deal of knowledge through your journal and feel I cannot be without it. A. H. BINDER.
EAST BRADY, PA.

STORE MANAGEMENT.

Conducted by W. A. Dawson.

In addition to publishing a series of articles covering the commercial side of pharmacy, the editor of this department will endeavor to discuss, criticise, advise and give information on any question pertaining to the business management of the drug store propounded by readers of the AMERICAN DRUGGIST. This feature of the department is intended to constitute a business query column for the readers of the AMERICAN DRUGGIST, and all queries regarding business matters addressed to it will be freely answered.

SPECIALTIES.

Their Making and Marketing.

EVERY pharmacy puts out a greater or less number of special preparations. The older the business the greater the number of its specials, usually; their inception originating in the accidental and incidental exigencies of every day affairs in the pharmacy.

A general or local demand for a preparation of a certain character or one to produce a certain result, the suggestion of a physician, the perusal of a published formula, the salesman with his samples from pharmaceutical and "non-secret" specialty houses, and the steady demand for non-official galenicals that have become staple articles of trade as popular remedies for minor ailments or for cosmetic uses are some of the causes that produce specialties.

Few of them are produced as the result of deliberate intention to invent something new or original or to improve upon some well-known preparation. Yet, outside of purely chemical research, there is nothing more fascinating than the study and research connected with the construction of a formula for a new galenical or special preparation.

The following tentative list of pharmaceutical specialties will be found interesting and full of suggestion to the enterprising pharmacist who cultivates specialties:

ALTERATIVE MIXTURES; "BLOOD PURIFIERS."—Preparations containing the well-known alterative drugs, sarsaparilla, trifolium, taraxacum, lappa, rumex, etc.; usually with the addition of pot. iod. Laxatives are generally present in such mixtures, but care should be exercised to have them only mildly laxative lest they purge too violently those of delicate constitution. A pill should be recommended, on the label of the bottle, for those who require a stronger laxative. For a "nerve and blood" medicine such drugs as celery, coca, kola or other nerve stimulants may be added. Nux or other potent drugs are inadmissible for a preparation of this character. An alterative medicine may be put up in the form of pills or tablets also.

TONICS.—These may be either general or nerve tonics. The first a combination of quinine or bitter tonic drugs, either with or without iron; the latter include such remedies as the hypophosphites and glycerophosphates, codliver oil, meat or malt preparations. Stimulant tonics include nux, coca, kola, red wines, etc.

LAXATIVES.—These embrace such a wide variety and immense number of remedies that it is difficult to say where to begin their enumeration and what to include within the limits of this article. The drugs namable under the classification of "laxative" are far greater in number than those under any other classification in medicine, and more ingenuity has been expended in devising laxative preparations than in the case with any other class of medicines. Pills, capsules, tablets, powders, liquids and confections are the usual forms in which the countless thousands of laxative medicines appear. Cascara is by all odds the most esteemed laxative with both physicians and laity. It is a name to conjure with. Senna is without doubt the most widely used, and probably the most generally useful of the milder laxative drugs. Although it usually travels incog, it is "the power behind the name" of many fancifully titled preparations. Now that bitterless cascara is as easy a proposi-

tion as denarcotized opium, it should not be difficult to construct an ideal laxative mixture. The elixir cascara comp. of the National Formulary is a good combination.

Medicated jujubes are largely used in European countries as an elegant form of medication. A laxative jujube might prove a winner as a popular remedy.

Of pills there is no need to speak. They are always with us, and in all probability always will be. They are the staples in physic, the staff of health, even as bread is the staff of life, and, as we demand butter upon our bread, we likewise demand gelatin upon our pills. Also the popular demand is for a small, potent pill. When one takes pills in these days of elegant laxatives it is from a desire to take something that will give his liver a good, hard jolt, generally after milder measures have failed.

DIGESTIVES AND STOMACHICS.—A class of remedies in much demand in these days of high living and strenuous working, and including pretty much everything from pepsin to peppermint. It is a mighty poor medicine that is not claimed to at least "assist digestion." The best form of pepsin preparations for popular sale are the liquid preparations. These usually contain nothing but pepsin, but there is no good reason why a preparation containing, in addition to the pepsin, carminatives, stomachics and bitter tonics would not be a more effective dyspepsia treatment for adults. Of course due attention would have to be given to the therapeutic incompatibility of these things with the pepsin. A small compound pepsin tablet put up in vest-pocket bottles, like soda-mints, is always a good seller on account of its handiness. In fact, a pretty complete line of tablets put up in this style to sell at from 10 to 25 cents will be found good sellers and not to interfere with the sale of more important remedies, if the line is confined to popular simples for minor ailments—things usually called for from bulk stock.

COLD CURES.—The name popularly given to remedies for aborting an attack of catarrhal bronchitis in its early stages. These are chiefly medicines put up in tablet form and similar in composition to rhinitis or coryza tablets. Quinine is the "sheet anchor" in the treatment of fresh cold, and with it are combined camphor, belladonna, aconite, acetanilid or other antipyretics, and sometimes a laxative. Once the feverish stage is passed and the "cold" has settled down upon the lungs these remedies are of little avail; the cold has now become a cough and must be treated as such.

COUGH CURES.—A cough cure is about the first thing in the specialty line to be gotten out by the pharmacist starting in business, and the pharmacy without a cough cure of "our own make" is a rare institution indeed. The different types of cough cures may be roughly classified as expectorant, anodyne, sedative, balsamic, demulcent and astringent compounds, a large number being a combination of expectorants and sedatives. This combination is beneficial in the greater number of cases, but no one cough mixture will cure or help in every kind of cough, nor is the ordinary sedative expectorant the right thing for young children. It is therefore advisable to put up more than one cough cure, or keep on hand one or two reliable makes, whose sale you control in your locality, to be recommended when your own fails; these being, of course, entirely different in character from your own. Then, too, you should have a bronchial lozenge to use in conjunction with your cough cure, for those cases of bronchial irritation that no cough mixture seems to touch, and for general sale as a cough and voice tablet. The improved bronchial lozenge or comp. cubeb troche is a very useful formula for this purpose. They may be bought ready put up with buyer's name. They are in no sense a "non-secret," but simply a modification of the official cubeb troche of the U. S. P. At the same time see to it that the label and wrapper do not simulate in color and design the label and wrapper of any proprietary troche.

Lest we be willfully misunderstood, as has sometimes been the case, we will here state plainly that this discussion of special preparations is solely intended for the benefit of the retail pharmacist, and that without detriment to the makers of advertised remedies. We have never published, nor do we intend to publish, formulas or suggestions for preparations simulating well-known proprietaries. Our advice to pharmacists is to strictly avoid the slightest similarity in name or package of their preparations with the title or style of well-known proprietaries; imitation is a sign of weakness in the imitation and of strength in the imitated article.

There is money in specialties for the retailer, but there is neither money nor honor in preparations that are mere imitations of other people's specialties.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Tincture of Iron and Mercuric Chloride in Combination.—C. O. W. has experienced difficulty in compounding the subjoined prescription so as to make a clear, permanent solution:

Tinct. ferri. chlor.....	3iij
Hydrarg. chlor. corros.....	gr. i
Acid hydrochlor. dil.....	3ij
Strychnin. sulph.....	gr. i
Elixir aurantii, q. s. ad.....	3iv

Much depends upon the order in which the different ingredients are mixed in the preparation of this prescription if a clear solution is expected. The best method of procedure will be to first dissolve the strychnine sulphate in a minimum of water, and add to this the diluted hydrochloric acid. In another graduate dissolve the mercuric chloride in the tincture of iron, using a stirring rod to effect solution. The two solutions should then be mixed and the elixir of orange added in sufficient quantity to make the whole measure 3iv.

Phenol Bismuth and Sodium Benzoate Liquefy When Brought Together.—M. has been asked to put up in capsule form in dry powder a mixture of equal parts of phenol bismuth and sodium benzoate, 5 grains of each, and he has been unable to turn out a satisfactory lot of capsules owing to the fact that some reaction takes place between the mixed powders which converts them into a sticky mass which softens and breaks through the gelatin. He adds that as a result of experimentation he now mixes the two substances and allows the reaction to take place in a mortar. After the reaction is completed the mixture hardens and takes on a granular form and may be packed into a medium sized capsule.

If any of our readers has had experience with a prescription of this kind, we should be glad to hear from him on the subject.

Remedy for Tape Worm.—N. W. E.—For tape worm in children, pumpkin seed is reputed to be a good remedy. It is administered in the form of an electuary as follows:

	Parts.
Pumpkin seeds, decorticated.....	30
Distilled water.....	3

Rub the seeds in a mortar with the distilled water to form a uniform mass, the trituration being continued as long as hard particles remain. Then add gradually

Clarified honey.....	30 parts.
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No preparatory treatment is required. The child is given only a cup of milk for breakfast; after the lapse of an hour, the electuary is administered in two portions, 1 ounce at a time, and at the same time a small tablespoonful of castor oil, an interval of a quarter of an hour being allowed between each dose. For adults male fern in the form of the oleoresin is used with favorable results when followed by a cathartic. The customary dose is 3i, either administered separately in gelatin capsules or incorporated with castor oil 3i. The active principle of the oleoresin of male fern has been recently put on the market by the firm of C. F. Boehringer & Soehne under the name Filmaron. It is a light yellowish-brown powder, which is administered in doses of from 5 to 10 grains followed by a cathartic.

Some of the old remedies for tape worm were rather heroic in their nature, consisting, as they did, of variable

mixtures of oleoresin of male fern, pumpkin seed and croton oil, as in the following which had quite a vogue in its day:

Pomegranate root bark.....	3ss
Pumpkin seed.....	3i
Oleoresin of male fern.....	3i
Powdered ergot.....	gr. xxx
Powdered acacia.....	3ij
Croton oil.....	gtt. ij

The directions for compounding this dose were as follows: The pomegranate root and pumpkin seed are thoroughly bruised, and, with the ergot, boiled with 8 ounces of water for fifteen minutes and strained through a coarse cloth. The croton oil is first well rubbed up with acacia and the extract of male fern, and then made into an emulsion with the decoction.

The treatment was simple. The patient abstained from breakfast the day it was intended to remove the worm, a large dose of Rochelle salt being administered the preceding night; then at 10 o'clock in the morning the whole mixture above described was given at one dose. This usually expelled the worm.

The Basis of Polishing Powders.—W. H. G. says: "I am in search of a powder for fine polishing similar to the powder used in making the various polishing liquids for metals. I understand it is a form of infusorial earth called kieselguhr. Can you tell me where I can obtain such a substance?"

Infusorial earth, diatomaceous earth, or kieselguhr, is nothing more than an impure oxide of silicon that is mined in considerable quantities in the vicinity of Berlin. Precipitated silica, the *Terra silica preparata* of the Germans, which is a purified form of kieselguhr, is the kind best adapted for use in fine polishing powders. This can be ordered through any wholesale druggist under the name precipitated silica. Infusorial earth is a common article of stock with wholesale druggists.

"Polishing Putty."—W. & C. ask us to "give the formula or tell where they can purchase what is known as polishing putty."

Polisher's putty is an impure oxide of tin. It is made according to Cooley's Cyclopædia of Practical Receipts by exposing metallic tin in a reverberatory furnace and raking off the dross as it forms; this is afterward calcined until it becomes whitish, and is then reduced to powder. Another method of producing the crude tin peroxide, known as polisher's or jeweler's putty, is to melt tin with rather more than an equal weight of lead, and then to rapidly raise the heat so as to render the mixed metal red hot, when the tin will be immediately flung out in the state of "putty" or "peroxide." The products of both these processes are very hard, and are used for polishing glass and Japan ware and to color opaque white enamel.

Pyroligneous Acid Offered from Cuba.—Octavio Pimienta, of Sagua la Grande, Cuba, asks us for information regarding the market in the United States for pyroligneous acid of 3 to 4 degrees density. He is building a plant which will yield about 1000 gallons daily, and would be glad to enter into correspondence with dealers in the United States who may be able to offer him advantageous terms for his output. The AMERICAN DRUGGIST would be pleased to receive, translate and forward any communications on the subject intended for Señor Pimienta.

No License Required for the Sale of Wood Alcohol.—R. M. asks: "Has a pharmacist the right to sell Columbian spirit or wood alcohol without a license?"

No license is required for the sale of wood alcohol, the various State and national laws not being applicable apparently to the spirit distilled from wood.

The Action of Sapolio on Glass.—G. P. S. writes: "Kindly answer the following question in the next issue of the AMERICAN DRUGGIST. We have city gas laid on in our store and use mantles and gas globes. Having occasion the other day to cleanse the globes I did so, using sapolio and water. On drying the globes with a towel one of them broke in my hand, and of the others two broke within half an hour, no heat being applied. Can you explain the cause of the globes' breaking?"

We can advance no reasonable explanation for the phenomenon mentioned. Although sapolio is not the cleansing material best adapted for glass surfaces, it would scarcely be just to blame it for the disintegration of the glass. It frequently happens that lamp chimneys made of poorly annealed or unannealed glass fall to pieces without the slightest apparent cause. The remedy would seem to consist in annealing the globes, or buying globes already annealed.

Aqueous Preparations of Menthol.—In order to obtain an aqueous preparation with menthol as a base, M. de Creségnies had proposed the use of tincture of quillaja. (See AMERICAN DRUGGIST for March 9, 1903, p. 129.) As the two active principles of quillaja, saponins and quillaja acid, are toxic, the Committee of the French Codex have forbidden the use of this substance in mixtures designed for internal use. M. Brocadet experimented with tinctures of saponaria, sarsaparilla and senega. Tincture of sarsaparilla, obtained by macerating 1 part of crushed sarsaparilla in 3 parts of 80 per cent. alcohol, gave the best results. The following mixture is stable, clear and well borne by the patient. It is of great value in vomiting of nervous origin:

Menthol.....5 centigrammes ($\frac{3}{4}$ grain).
Tincture of sarsaparilla.....5 grammes (75 minims).
Syrup of orange flower.....25 grammes (6 $\frac{1}{4}$ drachms).
Distilled water.....100 grammes (3 ounces).

M.—A tablespoonful every hour.

A Mixture of Sandalwood and Almond Oils Explodes.—C. writes: "A few days ago I compounded a prescription containing oil of sandalwood and oil of sweet almond. The prescriber has since called to inform me that the mixture exploded violently on the third day of use, shattering the container into countless pieces. As I have learned that Dr. King, of Washington, D. C., recommends this mixture for vomiting of pregnancy in his text-book on Obstetrics, and I presume, therefore, it is widely used, I write to ask if any of my fellow readers have had a similar experience or can any one tell me how the accident may be avoided?"

Mixing and Sifting Machines.—G. D. N.—Mixing and sifting machines suitable for the manufacture of toilet powders are made by Arthur Colton, Detroit, and by the J. H. Day Company, Cincinnati.

The perfume, usually a liquid, is first triturated with a small portion of the powder. This perfumed powder is placed in the mixing machine along with the rest of the ingredients, and is diffused through the batch of powder by the action of the mixer and sifter.

For "a foot powder with talc for the principal ingredient," you hardly need a formula. Powders of this class are simply talcum powders with an increased quantity of Boric acid and no perfume.

A small quantity of eucalyptol might be used for perfume, and for increasing the antiseptic properties of the powder, if put up in tin boxes like talcum. It would soon evaporate from paper containers.

Correspondence.

"Trade Conditions in Boston."

A REJOINDER BY THE N. A. R. D.

To the Editor:

Sir.—In your issue of June 22 there appeared a short article signed by Alex. M. Robinson, Bangor, Me., which I feel does the N. A. R. D. and its local workers in Boston great injustice. Your correspondent criticises a statement credited to Organizer Stamm, now in charge of the work at Boston, in which that gentleman claims an improvement in trade conditions there. I am satisfied from competent evidence that he did not overstate the case. Conditions have improved to such an extent that former leading cutters are now working in harmony with the non-cutting trade to bring about an era of profit producing prices. In this connection it should be said that the N. A. R. D. believes in dealing equitably by the public, but at the same time it is organized to see that the public shall make equitable payment to pharmacists for the services they render.

From the standpoint of a druggist who obtains full prices, or nearly full prices, the Boston schedule seems like a very low one, and from this platform one may argue that "nothing has been done" in Boston. The first step toward effectively organizing a city or other locality, is to get the dealers to come together on a common platform of trade betterment. Each dealer's views have to be considered, and the price-list that is finally accepted is necessarily a low one and doubtless a compromise between those who believed in the wisdom of very low prices and those who believed in top, or near the top, prices as a starter. Once the trade of a locality are at work under a minimum price schedule, without differential in favor of any class, the rest is comparatively easy. Selling figures can be advanced from time to time as conditions warrant until full prices are being obtained. Differences of opinion and misunderstandings that tend to precipitate war now find an efficient tribunal where adjudication is just, inexpensive and effective. Boston has started on the right road—started, it has not as yet reached its destination.

In a letter to the national secretary, Mr. Robinson, says he "is just as strong a friend of the N. A. R. D. as ever," but that he does not believe in "claiming restored prices or improved prices until we get them." This idea is correct; friends of the N. A. R. D. should be temperate in their statements, and claim nothing beyond what the facts may warrant. In his letter Mr. Robinson states that he has "changed in one way only"—advancing his views, as it were, in an important direction. He says: "I am now a believer in the Miles plan as the *only* plan that will 'knock out' the cutter, and I believe that the true course of action for the N. A. R. D. is along those lines. Give us six of the leading proprietors as allies of the plan and the battle is won."

Trusting that you will find space for this statement, and thanking you for your co-operation on behalf of improved trade conditions for the retail drug trade, I remain

Sincerely yours,

CHARLES M. CARR,

Director Department of Publicity, N. A. R. D.
CHICAGO, June 29, 1903.



Bird's Eye View of Alexandria, Egypt.

TRADE POSSIBILITIES IN EGYPT.

IT is a popular fallacy among American manufacturers, especially those in the drug and patent medicine lines, as well as in drug sundries, that the far East is entirely too far and not of sufficient commercial importance to this country to justify much effort in cultivating trade relations there. Nothing is further from the real fact than this belief, which too often is based solely or largely upon a lack of definite information. A brief study of the situation should show to the most biased mind, as well as to the unfamiliar, the vast possibilities in this particular line of commerce that lie before the enterprising American merchant who values a world-wide reputation and a continuous flow of orders during every month of the year.

The Egyptian customs returns for the first quarter of 1903, which have recently been issued, show that the total amount of goods imported into that country during the period under review was \$17,078,745, as against \$14,935,760 in the corresponding period last year, or an increase of \$2,142,985. Of the total imports from the various countries other than the United States, Great Britain enjoys the largest share and the largest proportionate increase. Imports from the United States were valued at \$386,080, as against \$179,870, showing that the value of our exports has more than doubled during the quarter. This increase is at the rate of \$624,840 for the year.

John G. Long, Consul-General of the United States at Cairo, in a recent communication says: "If American manufacturers would visit Egypt or secure reliable agents and act upon their advice, some of the peculiar characteristics of the trade would be learned. The knowledge of climatic differences and of the habits of the people would enable American firms to send such goods to the Egyptian market as are eagerly demanded.

"It must be remembered that in Egypt operations are car-

ried out by men of comparatively small means, however reliable they may be; consequently it is but reasonable that they should select the article which will serve their purpose, though it may not be of the best quality. One of the most important laws of commerce is that merchants should supply their customers with what they want and lay aside their own ideas as to what they think they ought to have."

An examination of the customs returns during the past few years shows that the imports of chemicals into Egypt are rapidly increasing. As an example, the average total imports for the last five years amounted in value to \$182,500, while in 1901 they rose to \$329,985. The annually increasing demand for patent filters, disinfectants, photographic materials and medicines, standard pharmaceuticals, as well as patent and proprietary remedies, gives the prospect of a corresponding increase to that shown in the chemical trade, and there is no reason why America should not gain part of it. While at present England, France, Belgium and Germany together supply the largest portion of the chemicals imported into Egypt, the United States is rapidly coming forward as a world factor in this line as in various other lines allied with the general drug business. Germany, of course, has practically a monopoly of aniline dyes, while England supplies about one-half of the chemicals imported into Egypt.

Closely associated with the chemical trade proper is that in medicines and pharmaceutical products. The total imports into Egypt in 1901 under this head were valued at \$146,085, an increase of but \$25,000 in two years; but in 1902 there was a large demand for anti-choleraic medicines and disinfectants.

All American proprietary medicines and similar articles should be accompanied with simple instructions printed in the language of the country to which they are sent, and Egypt is no exception to the rule. Directions for the use of articles should be printed in Arabic, French and English. Should there

be difficulty in carrying out this advice, arrangements might be made with an agent in Egypt to supply the printed matter in the language and wording best understood by the people there. As an example of what other countries do by following these suggestions we submit the following figures: France furnished medicines and pharmaceutical articles to Egypt to the value of \$54,015 in 1901, England to the value of \$44,325, Germany to the amount of \$12,050 (a decrease of 50 per cent. from previous years), while Austria, the rival of Germany in many articles, increased its importations into Egypt to \$17,006. Italy, the only other serious competitor, exports about \$12,500 worth of goods to Egypt annually, with but little variation. The large and rapidly increasing number of American tourists annually

earnest in seeking their business we should be equally earnest in catering to their requirements. The application of a little bit of characteristic Yankee enterprise and the development of more direct transportation facilities would quickly give American pharmaceutical and proprietary medicine firms a new and important field for trade. The population of Egypt, according to the last census of 1897, amounts to 9,700,000, including about 100,000 foreigners, and the requirements of this population in the way of pharmaceutical and other medicinal supplies fully justify a reasonable amount of effort on the part of every ambitious American firm seeking a larger and more profitable outlet for his goods.



In the Native Quarter, Cairo, Egypt.

visiting Egypt should create a demand for certain well-known American articles, but except in one or two first-rate pharmacies these are practically unknown. This refers particularly to perfumery, soaps, patent medicines and toilet preparations.

The legal regulations of the practice of pharmacy are not so rigid as in Central Europe, but hardly as lax as in some parts of the United States. In Cairo there are French, German and English pharmacies carried on along very much the same lines as are the stores in the native lands of their respective proprietors, save for the introduction of proprietary remedies into the stocks of the German and French stores. There are also native drug bazaars, which differ but little in appearance and method of conduct from the native bazaars where other kinds of goods are sold.

The French proprietors advertise their preparations both in the lay press, and by placards and posters somewhat in the manner of our own proprietary medicine manufacturers in the United States. Many American proprietaries are found in the stores, and at least one—Scott's Emulsion—has attained great popularity among the native population. There are about 50 recognized drug stores in Cairo, 35 in Alexandria and six in Port Said. There seems to be little or no substitution practiced. The trade-mark laws are strict and well enforced, and since good prices are realized by the retailer there would seem to be a good field in Egypt for certain classes of American proprietaries. The prevalence of eye diseases, which prompted the immortal Colonel Sellers to draw up his plan for the introduction of an eye water into Egypt, still continues, and it may be that some enterprising American will find that after all there was some truth in Colonel Sellers' claim, "there's millions in it." The only serious drawback in handling American goods in Egypt is the time required to get consignments. It is unfortunate that American goods are not more generally carried in stock in Cairo, in order to insure quick delivery. British and European firms send large stocks to their representatives in Alexandria and Cairo, and thus have the great advantage of giving prompt delivery. American firms should do likewise, and it would be altogether to their advantage to establish such connections. The AMERICAN DRUGGIST can give valuable assistance to any firms interested along these lines; its foreign department is always at the service of advertisers seeking suitable trade connections abroad. Egyptian purchasers naturally want to see in advance just what they are buying, and if we are in

American Trade-Marks Imitated Abroad.

W. F. Young, of Springfield, Mass., the manufacturer of the deservedly popular "Absorbine," found that the success of his remedies had caused his trade-mark to be infringed in England and Austria. Through the courts he has secured a permanent injunction and costs against the Austrian firm, only to find that the business was thereupon sold out and the infringement continued. Another suit brought punishment on the new firm. The plea of ignorance being set up, they were let off upon the payment of costs.

Two-Cent Postage to Shanghai.

Postmaster-General Payne has announced that the Post Office Department has decided to put into effect a 2-cent postal rate between the United States and the port of Shanghai, China. This has as its object the furthering of commercial relations between this country and China, and it is believed that the move will result advantageously to both governments. The new rates go into effect immediately, so far as the United States is concerned, and all the important governments on the Continent of Europe will at once follow suit, an informal agreement to that effect having been reached.

Canny Scots Take Up the Soda Fountain.

The Chemist and Druggist for June 27 notes that the American soda fountain is making headway in Scotland. In the city of Dundee, according to our British contemporary, quite a num-



Market Scene, Cairo, Egypt.

ber of soda fountains have been introduced this summer. They are to be found in chemists', drapers' and confectioners' shops.

It is proposed to erect a Columbus Memorial Library in Washington in which the republics of the Western Hemisphere shall unite in collecting Latin-American literature of commercial and historical value.

Guayaquil, Ecuador, a city of 60,000 people, and said to be one of the most unhealthy cities in the world, is to be renovated and rendered sanitary.

RICE MONUMENT DEDICATED.

Impressive Ceremonies at Woodlawn Cemetery.

THE memorial monument provided by the Board of Trustees of the United States Pharmacopœial Convention to mark the grave of the late Dr. Charles Rice, former chairman of the Committee on Revision of the United States Pharmacopœia, and chemist of the Department of Charities of New York, was unveiled in Woodlawn Cemetery, New York City, on Tuesday afternoon, July 7, with appropriate dedicatory exercises.

Owing to the fact that the date of the unveiling of the monument was not widely advertised or brought very prominently to the attention of pharmacists throughout the country, the attendance was not what it might have been had the conditions been otherwise. Still there was a goodly gathering of friends and admirers of the deceased chemist, and the participants were representative of nearly all branches of chemistry and pharmacy, as the following partial list of those who took the 4.06 p.m. train from the Grand Central station will show.

with the singing of the beautiful hymn, "Nearer My God, to Thee," by a quartette from the choir of St. Patrick's Cathedral. The ceremonies, the scene and the surroundings all conspired to add to the impressiveness of the gathering. The voices of the singers rang out clear and true in the hush of the afternoon, no other sound being heard save the occasional carol of a bird, or the sigh of the breeze as it played through the leaves and branches of the adjacent trees. The stillness became almost intense after the singers ceased, and it amounted to a relief when the Rev. St. John Young, the chaplain of Bellevue Hospital, advanced to the front of the monument, and, facing the assemblage, uttered a short prayer, preceded by an exposition of a text from the Bible, and followed by a touching eulogy of the deceased, who was a close personal friend of the clergyman. Mr. Young characterized Doctor Rice as "a leader in science, the most useful; an exemplar of patient fortitude, self-sacrifice and devotion to truth."

Prof. Joseph P. Remington, dean of the Philadelphia College of Pharmacy and the successor of Doctor Rice as chairman of the Committee on Revision of the United States Pharmacopœia, then took his place, a little to the right of the monument, and in a voice broken with emotion he told of the inception and development of the movement to provide a monument



Professor Remington Opening the Ceremonies at the Dedication of the Monument to Charles Rice.

Among others in the party there were: Prof. Joseph P. Remington, of Philadelphia; Albert E. Ebert, of Chicago; Dr. Henry M. Whelpley, of St. Louis; Louis and Charles E. Dohme, of Baltimore; August F. Drescher, of Newark; J. R. Wood, of Providence, R. I.; Sydney Rauschenberg and Mrs. Rauschenberg, of Mount Vernon, and the following list of persons from New York City, viz.: Prof. Virgil Coblentz, Dr. R. W. Wilcox, Theodore Welcker, Julius Kalish, Thomas F. Main, Ewen McIntyre, Clarence O. Bigelow, E. W. Runyon, Charles S. Erb, Harry R. Ferguson, W. H. Ebbitt, Elijah Molloy, John Molloy, D. J. Gerritty, L. W. Geisler, jr.; John H. Snively, Caswell A. Mayo, Thomas J. Keenan, Ezra J. Kennedy, Charles L. Robertson, Hugo Kantrowitz, Thomas J. Macmahan, Clarence Fountain, Gustavus Balser, George W. Dürr.

The site of the grave, which was selected by Doctor Rice himself only a short time before his death, is reached after a pleasant ten-minute walk by a broad, winding pathway from the Woodlawn station of the New York, New Haven & Hartford Railroad. The grave lies in a plot of ground situated on a gentle slope which commands a fine view of the valley to the south and west. Here, beneath unclouded skies and fanned by a gentle wind which swept the brow of the hill, gathered the group of friends and admirers who had come to pay a tribute to the memory and to listen to eulogies of the one who had so endeared himself to them during life. The services opened

to mark the last resting place of the man whose memory they were seeking to perpetuate that afternoon. This duty was to have been performed, he said, by Samuel A. D. Sheppard, the chairman of the Memorial Committee, who, to the regret of all, had been detained by illness at his home in Boston. Professor Remington mentioned that when the Committee on Revision and the Board of Trustees of the Pharmacopœial Convention reached the decision to erect a monument to Doctor Rice, and the fact was made public, many offers of aid were received. Making generous mention of the work of the AMERICAN DRUGGIST in the movement, he said: "When the project became known many hands were held out with contributions to the fund, and in the work of collecting funds the committee were ably assisted by the AMERICAN DRUGGIST." Touching on the many admirable traits of character possessed by the deceased, he eulogized him as follows: "What can I say about the distinguished dead that could not be said more ably by many here? Charles Rice was one of the noblest men of his race and a model for every one of us. Self-sacrificing to an unparalleled degree, I never knew his equal, and here we are today to assist in the unveiling of this simple monument. But I say to you, Charles Rice's monument does not lie here; his monument rests in the hearts of the pharmacists of the country and in his work."

Prof. Virgil Coblentz spoke next. In a few well chosen

sentences on behalf of himself and of his associates, Dr. R. W. Wilcox and Charles E. Dohme, of the Monument Committee, he made formal transference of the monument to the General Memorial Committee of the Board of Trustees of the United States Pharmacopoeial Convention. As he did so, the linen cloth which covered the face of the monument was withdrawn, disclosing its severely classical lines, so much in keeping with the character, work and scientific attainments of the deceased. The architectural features of the monument were described in detail by Professor Coblentz. The heavy granite slab has more width than height, being only 5 feet 8 inches high, while measuring 6 feet 6 inches by 3 feet 11 inches at the base. The first base is axed; the second base is also axed, and bears on its highly polished front panel the simple inscription, "Charles Rice, Ph.D. Born October 4, 1841. Died May 13, 1901. Erected by his friends in grateful appreciation of his eminent services to medicine and pharmacy." Two polished panels separated by a wreath and an inverted torch carved in bold relief ornament the reverse of the monument. Beneath the die in the interior of the base of the monument rests a copper box containing a statement of the object of the memorial, the names of the Memorial and Monument committees, and a list of the donors to the Rice Memorial Fund. The box also holds a book containing a translation from the oldest of the Hindoo poems—the Mahabharata—done by Miss Adelaide Rudolph of Cleveland, Ohio, who was one of Doctor Rice's Sanscrit pupils. Professor Coblentz brought his part in the ceremony to a close by expressing the hope that the memory of Doctor Rice would last while the granite of the monument lasted.

Charles E. Dohme, of Baltimore, paid a feeling tribute. He spoke particularly of the late Doctor Rice's work in connection with the revision of the U. S. Pharmacopoeia. Doctor Rice's fame would be perpetuated, he said, by the volumes of the Pharmacopoeia representing the sixth, seventh and eighth decennial revisions.

Ewen McIntyre, honorary president of the College of Pharmacy of the City of New York, spoke of the many kindly qualities of the deceased, whom it was his great privilege to meet frequently in connection with college duties. Doctor Rice was the most remarkable man whom he had ever had contact with. He never knew him to give offence to any man, nor did Doctor Rice ever take offence at anything directed against him, but preserved the most friendly relations with all.

Dr. Henry M. Whelpley, former president of the American Pharmaceutical Association, of St. Louis, gave several reminiscences and paid tribute to the memory of the deceased on behalf of the pharmacists in the West, who, he said, were familiar with the life work and career of Doctor Rice equally with the pharmacists of the East. His services to the New York College of Pharmacy had not alone benefited that institution but, by influence and example, other colleges of pharmacy as well, particularly the St. Louis College of Pharmacy, for which he spoke as one of the faculty.

After some further remarks by the Rev. St. John Young, the quartette of singers sang part of Ode XXII of the First Book of Horace, in the original Latin set to music. Nothing more appropriate could have been conceived in view of the well-known scholarly attainments of Doctor Rice, and it is a pleasure to be able to reproduce the stanzas below, together with an excellent metrical translation, in which the Sapphic measure of the original is admirably preserved by the translator, Dr. Kenneth W. Millican, the associate editor of the *New York Medical Journal*.

INTEGRUM VITAE.

Sung at the dedication of the Rice Monument.

(From Horace, Book I, Ode XXII.)

Integer vitæ, scelerisque purus,
Non eget Mauri jaculis, neque arcu,
Nec venenatis gravida sagittis,
Fusce, pharetra;

Sive per Syrtis iter æstuosæ,
Sive facturus per inhospitalem
Caucasum, vel quæ loca fabulosus
Lambit Hydaspes;

Namque me silva lupus in Sabina,
Dum meam canto Lalagen, et ultra
Terminum curia vagor expeditis,
Fugit inermem.

TRANSLATION.

He of life untainted and free from evil,
Hath no need of javelin or of Moorish
Bow, my Fuscus, nor of a quiver full of
Envenomed arrows,

Though he wend his way o'er torrid Syrtis,
Though he scale the Caucasus' arid mountains,
Or his steps turn toward the regions bathed by
Storied Hydaspes.

For, in sooth, while wandering in the Sabine
Groves, all careless, passing beyond my bounds, and
Singing praise of Lalage, lo! a wolf fled
From me defenseless.

K. W. M.

FIFTH INTERNATIONAL CONGRESS OF APPLIED CHEMISTRY.

Scientists of All Nations Represented at the Meeting
in Berlin.

(Special Correspondence.)

BERLIN, June 10.

THE Fifth International Congress of Applied Chemistry was convened in Berlin on Tuesday evening, June 2, and continued in session until Monday, June 8. The gathering of chemists was large and internationally representative, among the 2,000 or more who registered being delegates from the following countries: Australia, Egypt, Argentina, Belgium, Brazil, Bulgaria, Chili, Colombia, Denmark, France, Great Britain, Greece, Guatemala, Holland, Italy, Japan, Java, Mauritius, Mexico, Norway, Austria, Persia, Peru, Portugal, Roumania, Russia, Sweden, Switzerland, Servia, Spain, Turkey, Hungary, Uruguay, the United States of America and Venezuela. The following eight chemical societies, general and local, acted as hosts: The German Chemical Society, the German Chemical Industries Protection Association, the Association of German Chemists, the German Bunsen Society for Applied Physical Chemistry, the Association of German Sugar Industry, the Institute of Brewers and Union of Starch Manufacturers, the Association of German Fertilizer Manufacturers, and the Association of German Sugar Experts.

The sessions were held under the presidency of Dr. Otto N. Witt, supported by Vice-Presidents, Dr. von Martius and Dr. Henry T. Böttingers. The scene was a brilliant one, the members occupying the floor being in evening dress and many of them decorated with the gorgeous insignia of one or other of the many European orders. Prince Friedrich Heinrich of Prussia occupied the royal box in the House of Parliament, the scene of the meeting. The sectional meetings were held in the committee rooms and each had arranged to lunch in some nearby restaurant. On Tuesday evening a grand banquet was given in the dining hall of the Zoological Gardens, 1,200 being present. The German Chemical Society presented the Hofmann medals to M. Moissan and Sir William Ramsay at the Hofmann Haus, and the Mayor held a reception for men only at the Rathaus. Thursday evening a beer and smoke kommers was held in the Philharmonie Building, ladies being admitted to the boxes. Several hundred members were photographed in a group near the principal entrance of the Parliament House. Friday evening the Royal Opera House was packed to hear "The Barber of Bagdad," the overflow being entertained at a garden party in Charlottenburg. Saturday evening was devoted to private entertainments, and Sunday an excursion was organized for a trip through the Wannsee lakes.

PROFESSOR CLARKE SPEAKS FOR THE UNITED STATES.

During the "Thanks of Nations" at the opening meeting Prof. F. W. Clarke, of Washington, made a clever speech on behalf of the United States and hoped some day to welcome the congress to America.

On Friday M. Moissan delivered a lecture on The Metallic Hydrides, and was followed by Sir William Crookes, who gave an address on

MODERN VIEWS OF MATTER,

in which he rose to the heights of genuine poetry. He spoke of the discovery of radium as harmonizing our theories of matter in an ultra-gaseous state, the existence of material particles smaller than atoms, the constitution of X rays, the emanations of uranium and the dissociation of the elements. Referring to

THE MYSTERIOUS PROPERTIES OF RADIUM,

he said: "Indulging in a 'scientific use of the imagination' and pushing the hypothesis of the electronic constitution of matter to what I consider its logical limit, we may be in fact witnessing a spontaneous dissociation of radium—and we begin to doubt the permanent stability of matter. The chemical atom may be actually suffering a catabolic transformation, but at so slow a rate that, supposing a million atoms fly off every second, it would take a century for its weight to diminish by one milligramme. It must never be forgotten that theories are only useful so long as they admit of the harmonious correlation of facts into reasonable system. Directly a fact refuses to be pigeon-holed and will not be explained on theoretic grounds, the theory must go or it must be revised to admit the new fact. The

nineteenth century saw the birth of new views of atoms, electricity and ether. Our views to-day of the constitution of matter may appear satisfactory to us, but how will it be at the close of the twentieth century? Are we not incessantly learning the lesson that our researches have only a provisional value? A hundred years hence shall we acquiesce in the resolution of the material universe into a swarm of rushing electrons?"

"THE FATAL QUALITY OF ATOMIC DISSOCIATION."

After this reference to the changing views of scientists with regard to the constitution of matter, he concluded as follows:

"The fatal quality of atomic dissociation appears to be universal and operates whenever we brush a piece of glass with silk; it works in the sunshine and raindrops, and in the lightnings and flame; it prevails in the waterfall and the stormy sea. And although the whole range of human experience is all too short to afford a parallax whereby the date of the extinction of matter can be calculated, 'protyle,' the 'formless mist,' once again may reign supreme, and the hour-hand of eternity will have completed one revolution."

A NEW RENDERING OF AN OLD EPIGRAM.

President Witt complimented the distinguished author in English and recalled the famous epigram, *ubi crux (Crookes) ibi lux*, the punning reference being hailed with laughter and applause.

M. Ernest Solvay, of Brussels, described the ammonia soda process, and Prof. Gustav Krämer, of Berlin, was heard on the growth of the coal tar industry, in which England leads with 800,000 tons. It was announced that the French chemists had contributed 1,200 francs to the Bunsen monument.

The main work of the congress was by the sections, of which there were 11. No. I was on Analytical chemistry, apparatus and instruments; II, Chemical industry of inorganic products; IV, Chemical industry of organic products; VIII, Hygiene, medicinal and pharmaceutical chemistry; IX, Photographic chemistry; X, Electro and physical chemistry; XI, Legal and economic problems referring to the chemical industry. In Section VIII nothing international was brought forward. The first general meeting of this section was held on Wednesday afternoon, under the presidency of Dr. E. Merck, when, after the discussion of business matters, the section divided into two sub-sections—viz.: (a) The Chemistry of foods, and (b) hygiene and medical and pharmaceutical chemistry, the former with Professor Buchka and the latter with Professor Thoms as chairman. This section may either be abolished or replace the international pharmaceutical congress. The sub-sections held their meetings separately. Dr. Kunz-Krause spoke on the relation of German pharmacy to applied chemistry; J. Alfred Mjon, of Christiania, on Control of Medicaments, in which he said America and England managed better than the Continental countries.

Professor Schiir's paper was on chloral hydrate as a test reagent for gum resins, balsams, terpenes and essential oils, organic colors and dyes, starches, etc. A color ring forms, characteristic of each substance.

Dr. F. B. Power, of London, uttered words of good will on the part of England, and the United States, and introduced Dr. Fred Hoffman, formerly of New York and now of Berlin, and Peter MacEwan, editor of the Chemist and Druggist, of London, who also spoke briefly.

Professor Thoms, of Berlin, discussed

VALUATION OF DRUGS AND NARCOTIC EXTRACTS,

stating that there is a number of drugs whose galenical preparations differ in action from their contained alkaloids—e. g.: cinchona, opium, belladonna and hyoscyamus. The last two have the same alkaloids, but differ in therapeutic action. It is the duty of the pharmaceutical chemist to see that the galenical preparations represent the specific action of the drugs. He described his own elaborate method of valuing narcotic extracts. Discussion of this paper was animated. The paper of Anton Altan, of Bucharest, was on the Kerner-Weller process for testing quinine sulphate. Prof. L. Grimbert, of Paris, discussed the detection of maltose in the presence of glucose, and the presence of the latter as a reducing agent in the human cerebro-spinal fluid. Dr. Kunz-Krause exhibited Albrecht's Bunsen burners and some interesting chemical samples, chrysotropic acid from belladonna and copper from commercial formaldehyde. He also described his method of judging the quality of tinctures, called absorption analysis. Hopogan (MgO_2) and ektogan (ZnO_2) were described by Dr. Frenkel.

On Saturday Dr. Wisliscenus communicated his remarkable discovery that an inactive tincture may be rendered active by the action of certain metallic compounds, themselves neutral. If a thin plate of aluminum be painted with a solution of mercuric chloride and the incrustation washed off, it will render a tincture active when brought in contact with it. The phenomenon is inexplicable.

VARIOUS PAPERS.

Dr. A. Wasserman lectured on the detection of albumin by biological means. Mr. Eschbaum, of Berlin, exhibited a sort of pipette for dropping liquid medicines. Dr. Albert Marquardt (Berlin) spoke of testing ferrum redactum for metallic iron. Dr. Arvid Blomquist, of Stockholm, exhibited mercurial, a superior amalgam 99.4 per cent. with magnesium 0.45 per cent. and aluminum 0.15 per cent., for use in ointments, etc. It is marketed as oleum mercurioli, containing 10 per cent. of almond oil.

Trade-marks were discussed in Section XI, and the dangers and difficulties that beset a choice of a name fully aired. In Section IV Dr. Hesse spoke on the synthesis of essential oils, the formation of odoriferous principles in growing plants and methods of their extraction by means of fats. This was discussed by Semmler, Wallach, Power, Erdmeyer and Gilde-meister.

Dr. Travers, of London University College, exhibited his liquid hydrogen apparatus to interested crowds. The transportation of the delicate apparatus was attended with great worry and expense.

The congress adjourned on June 8, after the adoption of a number of recommendations submitted by the various sections. The choice of place of next meeting was the subject of an animated discussion, Rome being finally chosen by a vote of 294 as against 274 votes for London. Committees were then nominated and the congress was formally adjourned.

A NEW PURE FOOD AND DRUG LAW.

A Clause Hidden in the Agricultural Appropriation Bill Prohibits the Importation of Adulterated Drugs, Wines and Foods.

AT the last session of Congress the Agricultural Appropriation bill was passed containing a section the importance of which was not appreciated at the time. This section empowers the Secretary of the Treasury to refuse the importation of all deleterious foods, beverages and drugs. The President also obtains means to retaliate on any country that discriminates against American products. The law went into operation July 1. Instructions were issued to the custom inspectors to obtain samples of all such articles for expert examination by the Department of Agriculture, the importer to be reimbursed for cost of same. A confidential list of suspected products has been prepared for the use of inspectors, and includes nearly all wines hitherto sold as "pure French," but which were generally mixtures of French and Italian vintages. German frankfurters containing borax will come under the ban.

Our importations of foreign food products and drugs amount to over \$10,000,000 yearly, and it has been a practice among foreign manufacturers to unload upon the United States products of which the laws of their respective countries forbade the local sale. Dr. W. H. Wiley, the chief of the Bureau of Chemistry, is jubilant over the new law. He has been provided with special assistants for this new work. Investigations of the methods of foreign manufacturers have already been made. The cost of enforcing the legislation will not be great, as there are few ports of entry, New York being the principal one. Consternation will doubtless rule temporarily among manufacturers and importers, but the adjusting of conditions to fit any new law is only a question of time. Information concerning the law will be given to foreigners through the consuls, to whom Secretary Hay will send a circular letter inclosing a copy of the law. The latter will be instructed to inform manufacturers of the necessity of accompanying their invoices with sworn statements to the effect that their goods contain nothing injurious and are not restricted as to sale in the country of their manufacture.

What distinguishes particularly the new law from the old is that the latter excluded only such goods as contained adulterations absolutely injurious to health. Pâté de foie gras, containing no goose liver at all; potted "chicken," that is three parts veal, and cheese, "faked" in various ways, will not be admitted in the future. The old law excluded but few products, such as fruits nominally preserved in brine that was really a solution of sodium sulphite. Under the new law a standard as to the amount of preservative that may be added to a food will be established, and in all probability the experiments now going on in Washington as to the actual physiological effects of such preservatives will be of great value in determining the proper limit of their use. The law also empowers the Secretary of Agriculture to examine and approve or reject food articles of American manufacture intended for export.

The gist of the law is as follows: In suspected cases the Secretary of Agriculture will request the Secretary of the Treasury to send samples for analysis; meanwhile delivery of the goods to the consignee will be refused. Two pounds of food products and one quart of liquids will be the minimum required for analysis; the quantity of drugs required will be designated in each instance. Commodities declared to be adulterated will be exported in bond, or in default of this destroyed under customs supervision. When samples are drawn the owner, importer or consignee will be notified and an opportunity afforded him to testify to the purity of the goods; in default of such testimony the goods will be forwarded for analysis without it. The name of the country of origin and a statement of the quantity of contents must appear on each package in legible English words. Goods may not be marked to convey the impression that they are manufactured in the United States. Applications for relief from hardship under this law are to be addressed to the Secretary of the Treasury.

AMERICAN PHARMACEUTICAL ASSOCIATION.

Fifty-First Annual Meeting—The Programme—Transportation Arrangements—Hotel Accommodations—Routes and Rates.

THE fifty-first annual meeting will be held at Mackinac Island, Mich., August 3-10, inclusive, beginning at 3 o'clock p.m., on Monday, the 3d., and the attendance promises to be unusually large.

PROGRAMME OF THE MEETING.

The following programme has been adopted by the Council for the guidance of the association at large and the respective sections:

MONDAY, AUGUST 3.

- 9.30 a.m. Council meeting.
- 3.00 p.m. First general session.
- 8.00 p.m. Social gathering at the Grand Hotel.

TUESDAY, AUGUST 4.

- 10.00 a.m. Second general session.
- 3.00 p.m. Session of the Section on Commercial Interests.

WEDNESDAY, AUGUST 5.

- 10.00 a.m. Session of the Section on Scientific Papers.
- 3.00 p.m. Carriage drive around the island.
- 8.00 p.m. Session of the Section on Scientific Papers.

THURSDAY, AUGUST 6.

- 10.00 a.m. Session of the Section on Practical Pharmacy and Dispensing.
- 3.00 p.m. Session of the Section on Practical Pharmacy and Dispensing.
- 8.00 p.m. Stereopticon lecture by Dr. H. M. Whelpley on the Indian Sacred Red Pipe-stone Quarries of Minnesota.

FRIDAY, AUGUST 7.

- 10.00 a.m. Session of the Section on Pharmaceutical Education and Legislation.
- 3.00 p.m. Steamboat ride tendered by the hotel management.
- 8.00 p.m. Session of the Section on Pharmaceutical Education and Legislation.

SATURDAY, AUGUST 8.

- 10.00 a.m. Last general session.

TRANSPORTATION.

The railroads generally have made a special rate of a fare and a third on the certificate plan for the round trip. Full fare must be paid going and a certificate (not a mere receipt) obtained from the ticket agent. If the ticket agent does not have certificates, purchase a local ticket to the nearest point at which certificates are kept, and from that point purchase a through ticket with certificate. These tickets may be purchased from June 30 to August 5, inclusive, and must be presented for certification to F. W. R. Perry, local secretary, at the Grand Hotel on or before August 6, who will have them certified and returned. Unless this is done no reduced fare can be obtained on the return trip. Return tickets will be good to leave Mackinac Island not earlier than the evening of August 6 or later than August 12 for points in the territory of the Western Passenger Association, and August 13 for other points. The association has guaranteed that no return tickets will be sold to scalpers, and will hold to strict accountability any one who violates this guarantee.

RATES AND ROUTES FROM THE EAST.

The railroad rates quoted above will be good on any all-rail route. A round trip ticket by the all-rail route will cost \$20.80 from New York by the New York Central, or \$28.80 by any other line. The time required from New York to Mackinac Island is about 24 hours by the all-rail route.

THE GEORGIAN BAY ROUTE.

A party contemplates taking the Georgian Bay Route, which embraces a number of stop overs and will enable the travelers to see a great deal of the country. In order to make the necessary connections to arrive at Mackinac on Sunday evening, it will be necessary to leave New York on Wednesday, going by way of Collingwood or Owen Sound. The round trip for this will cost about from \$40 to \$45, including stateroom and meals while on the steamer. Those desiring to take this trip should communicate with Caswell A. Mayo, 66 West Broadway, New York City, as the detailed information is not yet available. These tickets will be good for the entire season.

BY THE GREAT LAKES.

Another party will leave the Grand Central Station, New York City, on Friday, July 31, at 8 p.m., spend Saturday at Niagara Falls, leave Buffalo on Saturday evening, August 1, at 8.30, on the palatial steamer Northwest, arriving at Mackinac Island at 11 o'clock on Monday morning, August 3. Those who prefer to travel by day can leave New York Saturday morning and join the others on the steamship. The rate by this route will be \$17.50 going and \$8.35 returning, or \$26.20 for the round trip, plus 35 cents for transfer when returning. These tickets are issued on the certificate plan and are good to return up to August 13. This does not include berths on the steamer, which vary from \$3 to \$7. Meals on the steamer are served a la carte. Inside staterooms, accommodating two persons, may be had at \$7 each way, or outside rooms, accommodating three persons, may be secured at \$9 to \$12 for the single trip.

Those desiring reservations made on either trip should write at once to Caswell A. Mayo, 66 West Broadway, stating their preference as regards the route, number of berths desired, etc. In each case the holder of the ticket is required to return by the same route used in going. Additional information may be obtained from the nearest member of the Committee on Transportation, as follows: S. A. D. Sheppard, Boston, Mass.; A. E. Ebert, Chicago, Ill.; Chas. G. Merrell, Cincinnati, O.; Chas. M. Ford, Denver, Col.; Wm. M. Searby, San Francisco, Cal.; Wm. A. Frost, St. Paul, Minn.; Max Samson, New Orleans, La.; Caswell A. Mayo, New York City; S. P. Watson, Atlanta, Ga.; Dr. H. M. Whelpley, St. Louis, Mo., and Chas. Caspari, jr., chairman, Baltimore, Md.

AFTER THE MEETING.

The local committee has secured special reduced rates, to be announced at the meeting, for all visitors who desire to take side trips to the famous "Soo" and the iron and copper districts at Marquette and Calumet.

HOTEL ACCOMMODATIONS.

The headquarters of the association will be at the Grand Hotel, which has made a rate of \$3 per day with two persons in a room. The Island House makes the same rate per day, while the rates on the following hotels range from \$2 to \$3, according to location of room: The New Mackinac, Mission House, New Lakeview, John Jacob Astor, the New Murray, New Chicago.

PLANS FOR THE N. W. D. A. MEETING

Boston, July 8.—Charles F. Cutler, chairman of the Committee of Arrangements and Entertainment of the N. W. D. A., and Clarence G. Stone, chairman of a like committee for the P. A. of A., are rapidly completing plans for the welfare of the visiting members. Four meetings have already been held, two of which have been attended by Thomas P. Cook and Mr. Stone. The latter is also chairman of the Committee on Passenger Rates for the N. W. D. A. The plans for entertainment are well under way, but the details have not yet been mapped out. It can be said, however, that the programme will have features which commence Tuesday and continue through the week to Saturday. A meeting of the committee was held last week which was attended by all of the New England members. The committee on the part of the N. W. D. A. is as follows: Charles F. Cutler, chairman, Boston; Frederick L. Carter, Boston; J. A. Gilman, Boston; Thomas Doliber, Boston; Charles C. Goodwin, Boston; Ralph P. Hoagland, Boston; Horace S. Fowle, Boston; Charles A. West, Boston; William O. Blanding, Providence; Arthur W. Claflin, Providence; J. E. Toms, Indianapolis; Clarence G. Stone, New York City; Thomas P. Cook, New York City; F. C. Herrington, Burlington; Charles Cook, Portland; Charles H. Talcott, Hartford; Charles W. Whittlesey, New Haven; Frank A. Faxon, Kansas City; W. P. Redington, San Francisco; Edgar D. Taylor, Richmond, and Harry H. Good, New York City.

The committee of the P. A. of A. is composed of Clarence G. Stone, chairman; J. G. Patton and Harry H. Good, all of New York City.

PENNSYLVANIA PHARMACEUTICAL ASSOCIATION.

A Well Attended Meeting at Eagles Mere—Address of President Hay—Good Work of the Committee on Legislation—Numerous Papers Read.

(Special Correspondence.)

Philadelphia, July 7.—The twenty-sixth annual meeting of the Pennsylvania Pharmaceutical Association convened in Eagle's Mere, Sullivan County, Pa., on Tuesday evening, June 23, at 8.45.

The members and their families were present to the number of about 200. They were welcomed by H. Clay, the Burgess of the town. The address of welcome was suitably responded to by J. H. Redsecker, of Lebanon, on behalf of the members of the association, and by M. N. Kline, of Philadelphia, on behalf of the ladies who were present.

THE PRESIDENT'S ADDRESS.

The address of President Charles L. Hay, of Du Bois, was conspicuously able in its treatment of matters essential to the welfare of the organization. During his administration the membership had been increased by the largest number of accessions to the ranks ever recorded in one year, the total for the period being 424. He congratulated the association upon this evidence of vitality and commended the activity of the efficient chairman of the Committee on Membership. The ridiculous departure of abolishing the membership fee, adopted by the association last year, had worked to advantage, and he was convinced that future years would prove the wisdom of interposing no financial barriers to membership. He favored renewed and even more vigorous effort in the direction of increasing the membership, and recommended the appointment of an auxiliary committee consisting of one member from each county in the State for co-operation with the general Membership Committee.

STRONG INDORSEMENT OF THE N. A. R. D.

In regard to the value of affiliation with the National Association of Retail Druggists, he said: "I feel that this association cannot too strongly indorse the N. A. R. D. My confidence in its ability to ultimately control price demoralization has never swerved, and now that after only four years it numbers 31 States and 750 local associations, embracing a membership in round numbers of 25,000—considerably more than half the entire number of retail druggists in the United States—I am confident that the time is not far distant when the N. A. R. D. will have ample control of all the forces which for so long a time have been robbing us of our legitimate profits.

RELATIONS WITH THE BOARD OF PHARMACY.

The address contained a plea for more harmonious and closer relations with the Pennsylvania State Board of Pharmacy. "To conserve the best interests of pharmacy, there should be the closest relationship; therefore particular attention should be directed to impressing upon the Governor the logic of selecting the personnel of the board from among a certain number of pharmacists recommended by our association, which, being the practical creator of the board, feels keenly the manner in which it has been steadily, persistently and willfully ignored. I feel that a conscientious Executive having an adequate explanation of this matter will not fail to see the complete justice of our claim."

FOR REFORM OF PATENT LAWS.

The necessity of keeping up the agitation against the present patent and trade-mark laws was properly emphasized in the address. On this point the address said: "Our country, big and generous in everything, permits its generosity to take strange moods. So lavish are we that we give away an empire worth a dozen kings' ransoms to a transcontinental railway, and then in the next spasm grant a foreigner a monopoly on a medicinal preparation which his own country, more watchful of the welfare of its invalid citizens, refuses to protect; and this freak of generosity of ours enables the foreigner to demand and receive four, yes, five and six, times what the identical product sells for in the land of its birth.

"The exasperating viciousness of the law which permits such a medieval system of wringing a tribute from the sick and afflicted—a system so grotesquely unjust as to make us the laughing stock of all Europe—calls for ceaseless effort on the part of the entire drug trade to bring about a reform. Let in the daylight on this.

"No species of injustice can long stand against adverse public sentiment, and never fear but that public sentiment, once aroused, will soon kill this twentieth century brigandage."

FOR CHEAPER ALCOHOL.

The movement looking to the reduction of the internal revenue tax on alcohol was favored in the following terms: "The Joy bill providing for a reduction in the tax on alcohol from \$2.07 to \$1.32 per wine gallon will come up at the next session of Congress, and it is believed there is a good possibility of it becoming a law. Inasmuch as the tax increase came directly out of our pockets, and as the revenues of the country are now so great as to render such an enormously high tax unnecessary, we should make a united effort to secure the passage of some such bill."

A WORD FOR ORGANIZATION.

In conclusion a word was said for organization. This, he said, offered the only sure solution to our troubles. "While we may, at times, feel inclined to grumble at those druggists who, sharing in the fruits of our labor, are yet content to sit idly by, is there not a satisfaction in the knowledge that we are helping, that we are advancing, the cause of pharmacy, and that future generations of pharmacists may look back on us with some of the same measure of respect that we now look back on the honored ones of earlier days, and feel that we, indeed, 'walked worthy of the vocation wherein we were called?'"

After the reading of the president's address, credentials of various delegates were received and several able speeches made.

The sessions on Wednesday were mainly given over to the receiving of the reports of committees, of which by far the most important was the Committee on Legislation, which during the past year, under the able leadership of William L. Cliffe, of Philadelphia, has succeeded in blocking much proposed legislation which was objectionable. The committee was instrumental in having passed a new cocaine law, which is a model of simplicity.

LOCAL ORGANIZATION LOOKING UP.

The report of the Committee on Trade Interests was full of promise for future progress along lines of organization, for it showed that no less than 53 county associations were now in existence in the State, embracing a total membership of over 2,200 druggists. H. L. Stiles, of Philadelphia, as chairman of this committee, was warmly commended for the manner in which he has taken hold of this matter. He succeeded in interesting a number of local associations, many of which sent delegates for the first time.

Various other committee reports were heard from on Wednesday and much routine business was transacted, which left Thursday to be almost entirely devoted to the reading of scientific papers, and it is in this particular branch of pharmaceutical activity that the Pennsylvania Association has always prided itself upon outstripping all other State associations. About 25 papers were read and a number of others were presented by title in the absence of their authors, making a total of 33 papers presented.

The discussion which followed the reading of many of these papers added considerably to their value, and will make this year's "Proceedings" a valuable piece of pharmaceutical literature.

The following is a complete list of the papers presented:

PAPERS READ AT THE MEETING.

The Preparation of Tincture of Kino, by George M. Berlinger; Post Office Stations in Drug Stores, by W. Osterlund; The Preparation of Fruit Syrups for the Soda Fountain, by Frederick E. Niece; The Estimation of Free Hydrochloric and Lactic Acids in the Gastric Juice, by Frederick E. Niece; The Preparation of U. S. P. Syrup of Iron Iodide, by W. F. Horn; How to Increase Interest in the State Association, papers by Dr. C. A. Weideman and Frederick E. Niece; The Preparation of Tincture of Kino, by Frederick E. Niece; Home-Made Conveniences for the Drug Store, by H. F. Ruhl; The Benefits of Membership in Local Associations, by D. J. Reese; The Attitude of Pharmacists Toward Neighbors, by Jacob Epstein; The Danger of Headache Remedies, two papers by Louis Emanuel and Dr. R. V. Mattison; Substitution Legislation an Indication of Pharmaceutical Degeneration, by M. I. Wilbert; Pharmacy Abroad, by C. N. Boyd; Scraps from a Note-Book, by H. F. Ruhl; Miltum in Parvo, by E. E. Pritchard; How to Keep Stock, by D. J. Thomas; Basham's Mixture, by Joseph W. England; Syrup of Calcium Lactophosphate, by Charles H. La Wall; Laboratory Notes, by Willard Graham; Should an Article Be Labeled What It Is? by M. W. Bamford; Jottings from a Pharmacist's Note-Book, by Prof. C. B. Lowe; The Prescription Counter, by I. M. Wells; Standard Syrups, by Prof. J. P. Remington; Recreation for the Druggist, by John F. Patton; Effervescent Salts, by E. Fullerton Cook; Comments on Extract and Fluid Extract of Ergot, by J. Percy Remington; The Evil of Allowing Bottles to be Taken from the Sick Room Where There is Contagion, by Theodore Campbell; Boomerang Advertising, by W. O. Fralley; Home-Made Conveniences, by W. O. Fralley; Notes on Examination of Ferric Carbonate, by Prof. Frank X. Moerk.

BOARD OF PHARMACY STATISTICS.

The report of the State Pharmaceutical Examining Board showed that there had been 1,338 applicants up for examination during the year, of whom 705 had successfully passed the examination; also that there had been 305 complaints sent into the board, the larger portion of which were trivial, however, only 96 requiring investigation.

The association voted upon the names of ten persons which were presented, to select five names to send to the Governor, from whom he shall make an appointment for the next vacancy which occurs in the State Pharmaceutical Examining Board.

The following members were selected by this vote: E. M. Boring, of Philadelphia; D. J. Thomas, of Scranton; C. N. Boyd, of Butler; J. H. Stein, of Reading, and W. F. Horn, of Carlisle.

The election for officers to serve for the ensuing year resulted in the choice of the following:

President, W. O. Frailey, of Lancaster, Pa.; first vice-president, L. L. Walton, of Williamsport, Pa.; second vice-president, W. E. Pritchard, of McKeesport, Pa.

Executive Committee—C. W. Rehfuess, of Philadelphia; G. A. Gorgas, of Harrisburg; C. W. Griffiths, of Altoona.

The place and time of next meeting are Cambridge Springs, Crawford County, Pa., June 23 and 25, 1904, with F. E. Siggins, of Meadville, as local secretary.

On Thursday evening the closing exercises consisted of the installation of officers, and the presentation of prizes which were offered by the Entertainment Committee for the various sports and amusements which took place during the week.

Owing to the inclemency of the weather the Entertainment Committee had a harder time this year than ever before in providing sufficient amusement to keep everybody satisfied during the time they were penned up in the house during the rain. This committee consisted of D. F. Bransome and Miers Busch, of Philadelphia, and H. C. Byers, of Pottstown.

OHIO PHARMACEUTICAL ASSOCIATION.

Silver Jubilee Meeting Marked by Large Attendance and Many Special Features—Secretary Hopp Elected to the Presidency and Presented with a Handsome Testimonial.

(From our Regular Correspondent.)

Cincinnati, June 30.—The silver jubilee meeting of the Ohio State Pharmaceutical Association was held at Toledo, June 23, 24 and 25. Officers were elected as follows: President, Lewis C. Hopp, of Cleveland; first vice-president, John M. McCann, Toledo; second vice-president, O. M. Harter, Norwalk; secretary, Theodore D. Wetterstroem, Cincinnati; treasurer, J. Von Stein, Upper Sandusky; Executive Committee: G. H. Matson, Columbus; Frank A. Moon and Z. T. Baltzley, Massillon. Officers elected by the auxiliary for protection against unjust suits at law are: President, John Byrne, Columbus; vice-president, George Kaufmann, Columbus; secretary-treasurer, H. Ackerman, Columbus; Board of Control, J. H. Beal, Scio; Alfred De Lang, Cincinnati, and John Wendt, Columbus. Cincinnati was selected as the next place of meeting.

The following list of names was selected, from which the Governor will name one member of the State Board of Pharmacy; Julius Greyer, Columbus; J. M. McCann, Toledo; Frank Annann, Portsmouth; Alfred De Lang, Cincinnati, and G. F. Grand-Girard, Circleville.

The meeting was called to order June 23 by President O. N. Garrett, of Hillsboro. The first session adjourned at 4 p.m., and the delegates were taken for a trolley ride through the city to the Lenk Wine Company cellars, where they arrived at 4.45 o'clock. The members remained underground for an hour inspecting the cellars and the largest cask in the world, and at 6 o'clock luncheon was served on the grounds. At 7 o'clock an adjournment was had to the famous Farm Theater and Park, where the visitors enjoyed a band concert and vaudeville show.

At 9 a.m. Wednesday the delegates were the guests of Parke, Davis & Co., and enjoyed a ride of 60 miles across Lake Erie on the steamer Greyhound. Dinner was served on board at noon, and at 1 o'clock, on the arrival of the vessel at Detroit, the members of the party were taken for a ride through the city and suburbs to the great establishment of Parke, Davis & Co., which was thoroughly inspected.

A short business session was held on board the boat from 7.30 to 8.30 p.m., and the party arrived at Toledo at 9.15 p.m.

The convention again convened at 10 o'clock Thursday morning, and the annual banquet, which was the chief feature of the session, was held in the evening at the new Zenobia Hall on

Jefferson street, where all the business sessions of the convention were held.

During the convention the Boody House was used as headquarters, committee rooms being provided for that purpose. A special committee of druggists' wives was appointed to look after the ladies of the party, and beautiful silver souvenirs were distributed in commemoration of the anniversary of the organization. The delegates were well pleased with the business transacted by the association, and the election of officers met with popular approval.

Returning delegates heartily praised the entertainment provided by the Toledo committee. They say that every member was highly gratified with the several new State laws which went into effect the first of the year, notably the new poison law, the new pharmacy act and the new cocaine law. The association is the real sponsor of the new cocaine law, as several years ago the organization's members resolved against the selling of cocaine except on the prescription of a physician, and inaugurated the work of securing aid for the passage of a law prohibiting the indiscriminate sale of the drug.

In his annual address President O. M. Garrett recommended a strict enforcement of the pharmacy and poison laws, and that the State Board of Pharmacy take charge and act in the same manner as the State Pure Food Commission operates. Of the large number of other papers read and discussed, that of Prof. W. R. Ogier, of Columbus, which was read Thursday night, attracted most attention. He recommended that more stringent legislation be enacted to regulate the sale of narcotics and poisons.

One member is quoted in the press dispatches as having said that unless the association took some action in this respect, the public would cease to look upon the saloon and look to the druggists and pharmacists as one of the chief promoting causes of intemperance. A resolution was adopted by the association asking that the tax on alcohol be reduced to 75 cents per gallon.

L. C. Hopp, who has been the only secretary the association ever had, having filled that office since the organization was formed 25 years ago, was presented with a handsome testimonial in recognition of his many years of service. It consisted of a solid silver service, together with a bound volume containing the letters written by those who had contributed to the "Hopp Jubilee Fund." Prof. B. S. Young, of Ada, O., made the presentation speech.

Prof. J. U. Lloyd, the well-known pharmaceutical manufacturer, scholar and author, of Cincinnati, followed with a speech of hearty and frank eulogy, saying, among other things, that "The reason I am here to-night is by my presence to signify the admiration that I have for the great work Mr. Hopp has done in behalf of the Pharmaceutical Association and the pharmacists and the physicians and the people of the State of Ohio during his 25 years of service."

Theodore D. Wetterstroem, of Cincinnati, who was elected as Mr. Hopp's successor, is one of the best known and most successful druggists in Cincinnati. He was born in that city in 1867 and has been engaged in the drug business practically all of his life, having been employed as a clerk in a number of stores before he established his own business. He is a graduate of the class of '88 of the Cincinnati College of Pharmacy, is a member of the Ohio Valley Druggists' Association and also of the American Pharmaceutical Association. He has never served as an officer of either association, but has been employed on numerous occasions on important committee work. His new office is the first he has ever held in any association. According to a statement made to a representative of the AMERICAN DRUGGIST, it is not likely that Mr. Wetterstroem will continue as secretary permanently, because of the demands on his time and attention to his private business. According to his present plans he will hold the office for several months, while looking after his two retail stores in Cincinnati.

The New Hampshire Association.

The thirtieth annual meeting of the New Hampshire Pharmaceutical Association was held at The Weirs on June 23 and 24. The visitors were welcomed by ex-Mayor J. Alonzo Greene. At the first business sitting the following officers were elected for the ensuing year: President, William D. Grace, of Portsmouth; first vice-president, A. J. Weeks, Exeter; second vice-president, L. G. Gilman, Manchester; secretary, John H. Marshall, Manchester; treasurer, N. S. Whitman, Nashua; auditor, H. E. Rice, Nashua; Executive Committee: G. W. Nitter, of Somersworth; E. C. Bean, of Belmont, and John H. Marshall, of Manchester.

The usual amount of routine business was transacted and it was decided to hold the next annual meeting at Hotel Weirs the last week in June, 1904, the exact date to be decided upon by the Executive Committee.

Thirty-five new members were added, making the total membership 140.

The Connecticut Association.

The twenty-seventh annual meeting of the Connecticut Pharmaceutical Association convened at Green's Farms on June 17. About 125 members were present, besides a goodly number of ladies. The treasurer's report showed the cash on hand to be \$1,610.40.

Messrs. Fleischner and Lowe, of New Haven, the State delegates to the National Retail Druggists' Association, gave an excellent account of the work of that body, and reported it as gaining in numbers and influence.

The most important work done by the State Association was the indorsement of the report of the Legislative Committee. During the past year this committee has been able to prevent the passage of 19 measures proposed in the Legislature which would have been hurtful to the interests of druggists. This alone is sufficient proof of the value of organization.

Other items of interest were the recommendation sent to the Legislature relative to reducing the tax on alcohol, and the adoption of a resolution against the use of trading stamps.

During the first day of the session, and in the afternoon of the second, a great many delightful courtesies were extended by the local druggists to their guests, making the meeting notable for the pleasure afforded by automobile parties, sailing trips, luncheons, and games of ball, tennis and whist.

The election of officers was reached in the early evening and resulted in one new addition to that rank, although promotions followed. Bridgeport has been honored by the choosing of John A. Leverty for president. Richard H. Kimball moves into the position of first vice-president, while his office is now filled by J. A. Hodgson, New Haven, as second vice-president. Charles A. Rapelye, of Hartford, remains secretary, and John B. Ebbs, of Waterbury, treasurer.

The retiring president, Mr. Dickinson, was presented with a handsome badge in behalf of the association by P. J. Garvin, of Bethel.

The Maine Association.

The Maine druggists met June 20 at the Samoset House, Rockland Breakwater. About 125 members were present, together with several ladies, whose presence added greatly to the pleasure of the occasion. Among the important points taken up were the adoption of resolutions indorsing the N. A. R. D. and its serial numbering plan; the direction of the appointment of delegates to the national meeting for next fall; the adoption of a resolution to request of the Legislature a two-year term of office for the members of the Commission of Pharmacy, and a recommendation that the registration fee be removed and druggists be allowed to sell alcohol on physicians' prescription.

At Tuesday's meeting it was voted to hold the next annual session at Portland, but no date was set for the meeting. It was decided to appropriate \$25 for prizes for papers to be read at the next session.

Forty-four new members were elected to the association.

According to the new pharmacy law the association names six men, whose names are submitted to the Governor, and from whom he appoints the Commissioner of Pharmacy. The following gentlemen were named by the association: F. L. Cram, Machias; Charles H. Davis, Bangor; P. W. Babcock, Lewiston; Fred. Cox, Bath; H. L. Simpson, Waterville; F. W. Bucknam, Skowhegan.

The following officers were elected for the ensuing year: President, F. L. Cram, Machias; vice-presidents, G. R. Wiley, Bethel; E. A. Hay, Portland; A. W. Merserve, Kennebunk; treasurer, Walter I. Drew, Portland; secretary, M. L. Porter, Danforth.

All ex-Commissioners of Pharmacy were invited to become honorary members of the association.

The Kentucky Association.

The twenty-sixth annual meeting of the Kentucky Pharmaceutical Association was held at Estill Springs (Irvin, Ky.) during the week which began June 16. The reports of the various committees indicated a very satisfactory condition of the affairs of the association, and the exercises were marked with much interest throughout. The following papers were read: How Should the Buyer Meet the Salesman? by J. W. Gayle and V. Driskell; How Should the Drummer Approach the Salesman? by E. H. D. Moss; Old Time Pharmacy, by T. B. Wood; Best Methods of increasing the Retail Business, by D. C. McDowell, H. E. Tibballs and Addison Dimmitt; How a Druggist's Wife Can Best Promote Her Husband's Business Interests, by Miss Delhl and Mrs. B. M. Overton; The National Significance of the Little Green Stamp Over a Bottle of Whisky, by J. W. Gayle and B. M. Overton.

The following officers were elected for the ensuing year: President, C. W. Peters, Sharpsburg; first vice-president, R. C. Stockton, Richmond; second vice-president, C. A. Leathers, Lawrenceburg; third vice-president, G. L. Penny, Stanford; secretary, J. W. Gayle, Frankfort; treasurer, Vernon Driskell, Carrollton; chairman of the Executive Committee, B. M. Overton, Louisville.

The next meeting will be held either at Glenn Springs or Mammoth Cave on the third Tuesday in June, 1904.

The Minnesota Pharmaceutical Association.

The Minnesota Pharmaceutical Association adjourned on June 18 after an interesting three days' session. Among the important matters acted upon was a proposed amendment to the pharmacy law, making a training in pharmacy at some recognized college a prerequisite to examination for license as a pharmacist. The association voted to have the next legislature (January, 1905) pass the law, to go into effect in 1907. The association is an influential body, and so far through its Legislative committee has defeated all obnoxious bills and aided in passing good ones affecting pharmacy. The three influential bodies, the association, the Board of Pharmacy and the college, are harmonious in the matter of working for the enactment of the prerequisite clause, and the prospects for obtaining such an amendment to the law are regarded as very bright.

Before adjourning Dean Wulling, of the University of Minnesota College of Pharmacy, offered an important resolution which indorses the action of the last legislature. By it the Committee on Legislation is empowered to draft a bill making it unlawful and a misdemeanor for any druggist to dispense cocaine in any of its forms except when prescribed by a licensed physician. This is intended as a preventative of persons forming the drug habit and was adopted without a dissenting vote.

The following officers were chosen to serve during the ensuing year: President, Jos. W. Lauer, Winona; first vice-president, R. H. G. Netz, Owatonna; second vice-president, Chas. W. Wulling, Little Falls; third vice-president, Mrs. R. E. Remer, Waconia; secretary, T. F. Leeb, Winona; treasurer, A. A. Campbell, St. Paul. Executive Committee: J. F. Danek, Minneapolis; Thos. Voegeli, Minneapolis; H. W. Reitzke, St. Paul.

The Minnesota Pharmaceutical Commercial Travelers' Auxiliary sent in a list of the officers they had elected for the approval of the convention. They were: President, W. R. Ford, Minneapolis; first vice-president, L. H. Norwood, Minneapolis; second vice-president, A. F. Dillworth, St. Paul; third vice-president, N. E. Cannon, St. Paul; secretary and treasurer, I. E. King, Minneapolis.

The following names were selected to be presented to the Governor from which to select the next member to be named to the State Board of Pharmacy: Henry Rauch, of Minneapolis; Joseph A. Poetz, of St. Peter; A. D. Thompson, of Minneapolis; F. V. Cummings, of Blue Earth; Edw. A. Tupper, of Minneapolis.

Important Decision Bearing on the Miles Plan.

Cincinnati, June 30.—Judge Hollister, of the Court of Common Pleas, has just rendered a decision in the case of the Freeman Perfume Company vs. M. Cora Dow, a retail druggist of Cincinnati, in which the plaintiff sought an injunction against the defendant for the mutilation of packages of face powder. The case is important by reason of the fact that it involves a principle which if sustained will greatly aid in the enforcement of the contract and serial numbering plan of the N. A. R. D., better known as the Miles plan.

The Freeman Perfume Company, who for several years have been making strenuous efforts to protect the retail price of their face powder by adopting a system of serial numbering, have been greatly hindered in this by cutters who, after obtaining the powder through indirect channels, would remove the numbers to avoid detection. It was alleged that the defendant firm caused the Freeman Company particular annoyance by the removal of the entire label from their packages and otherwise mutilating it, in order to make detection impossible. In order to bring matters to an issue the Freeman Perfume Company brought suit to enjoin Miss Dow from mutilating their boxes of face powder. Counsel for Freeman based their claim to an injunction on the following statement of facts: (1) That plaintiffs have a common law trade-mark on their packages of face powder which gave them a special property in every package until it reached the consumer; (2) that having the right to a trade-mark they also had the right to have the public know their powder by that trade-mark; (3) that the special property retained in the powder under the trade-mark entitled them to insist that dealers should not offer their powder for sale in a

condition different from what it was placed on the market by them.

The defendant claimed that in absence of contractual relationship between the parties they might do whatever they pleased with the powder, having bought and paid for it.

The case was taken up on bill and answer, and the court found for the defendant, dismissing the bill, holding that it stated no cause of action. The court in rendering opinion said that a purchaser of a chattel having no contractual relationship with the manufacturer might do what he pleased with it, notwithstanding that it was protected by trade-mark; that the purchaser could tear off trade-mark from every package in his possession and otherwise mutilate as much as he desired, and yet sell the powder as Freeman's Face Powder.

The Freeman Perfume Company have taken an appeal from the decision of the lower court, being determined to know whether they have rights in the matter or not. Since the success of the Freeman Company would be very advantageous to the N. A. R. D. in its work for the contract and serial numbering plan, the trade in Ohio hope that the higher court can be made to see the justice of the Freeman Company's position.

The National Bureau of Medicines and Foods.

The Joint Committee appointed by the American Medical Association and the American Pharmaceutical Association to act in conjunction with the United States Department of Agriculture in securing information as to the desirability and practicability of establishing a National Bureau of Medicines and Foods, to be operated under the direction of a board elected by these two associations, issued some weeks ago a circular letter to manufacturing houses, and a general comprehensive statement of the plan proposed, which was published in a number of prominent pharmaceutical and medical journals. Some manufacturers of pharmaceuticals have also been interviewed or communicated with direct, and a plan has been submitted to the Department of Agriculture and a conference had with the Chief of the Bureau of Chemistry, in whose charge all pure food and drug work of the Department is placed. A number of manufacturers and dealers in foodstuffs have also been consulted in regard to the proposed measure. As a result of these efforts considerable information has been secured as to the attitude of the interests named toward the movement proposed, but little has been heard from the retail pharmacists.

The chairman of the committee, Dr. H. H. Rusby, has issued an address to the retail drug trade in the course of which he states that those manufacturers and dealers in foodstuffs who have been consulted in the matter practically without exception welcome the projected bureau. Enough support has been promised from this source, under the conditions of the proposed plan, to provide all necessary funds for the conduct of the bureau.

Some at least of the manufacturing pharmacists approached have declined to give their approval to the bureau. Dr. Rusby asks the retail pharmacists to appear at the approaching meeting of the American Pharmaceutical Association and discuss the subject.

The National College.

The National College of Pharmacy, of Washington, D. C., held its thirty-first annual commencement on June 9 in the National Theatre. President Kalusowski conferred degrees upon the following: William E. Boyer, Maryland; William A. Briggs, Kansas; Harry A. Candee, Illinois; Louis B. Castell, District of Columbia; Thomas E. Gibb, Scotland; W. P. H. Habel, Pennsylvania; Harry E. Harvey, Ohio; Frances P. Hutchinson, District of Columbia; Lewis H. Lamb, District of Columbia; Henry C. Lehmann, New York; William A. Mess, Indiana; William J. McNamee, Pennsylvania; Benjamin F. Showalter, Virginia, and William F. Work, District of Columbia.

Commencement at Northwestern University—New Additions to the Faculty.

At the annual commencement of Northwestern University, held in the Auditorium, Chicago, the degree of Pharmaceutical Chemist was conferred upon James Porter Andrews, Owen Crippen De Vine, Hjalmar Emil Erickson, Samuel McFarland Farrar, Walter E. Frederickson, Arthur Frederic Kohn, Victor Bohumil Kovarik, Oliver J. Miller, Benjamin Spear, Eva Mary Smith, Edward Everett Stacy, Howard Addison Sharpe, Carl Victor Green and Leonard A. Johnson, and the degree of Graduate in Pharmacy upon Andrew William Fleischer, Henry Hydlinger and Madge Isabelle Pringle. Honorable mention for meritori-

ous work was awarded to Edward Everett Stacy and Leonard A. Johnson.

Dr. Theodore Whittelsey of Cornell University, who has been appointed Professor of General and Inorganic Chemistry, was born at New Berlin, Chenango County, New York, May 15, 1868. Graduated at the High School of Saratoga Springs in 1886; entered Williams College that year, and in 1890 received the degree of A.B. from that institution. Was assistant in chemistry at Williams College in 1890-91. From 1891 to 1897 he was in charge of the Department of Chemistry at Pacific University, Forest Grove, Ore., but was absent on leave during 1893-95, studying at the University of Goettingen, where he received the degree of Doctor of Philosophy in 1895. From 1898 to 1903 he had charge of the laboratory of qualitative analysis at Cornell University. Jointly with Prof. L. M. Dennis, the head of the Department of Chemistry of Cornell University, Dr. Whittelsey is the author of a Manual of Qualitative Analysis, published in 1902. The doctor is a member of the American Chemical Society, the German Chemical Society and the Sigma Xi (the honorary scientific society corresponding to the Phi Beta Kappa).

Dr. Raymond H. Pond, of Kansas, the new Professor of Botany and Pharmacognosy, was born in Topeka, Kans., in May 1875. He graduated at the Kansas Agricultural College, receiving the degree of B.S. in 1898 and M.S. in 1899. He studied and pursued research work at the University of Michigan three years and received the degree of Doctor of Philosophy in 1902. He has had several years' experience as a teacher and has devoted most of his time to botany and chemistry.

Mr. Gustave E. F. Lundell is a graduate of Cornell University, where he has been one of the assistants of Dr. Theodore Whittelsey in the chemical laboratory. Mr. Lundell is a member of the Sigma Xi. He is a successful and popular teacher.

The University of Minnesota.

The commencement exercises of the University of Minnesota covered the week beginning May 30. The following graduates of the department of pharmacy received the degree of Ph.C.: Helen M. Byrnes, Albion C. Carlson, Laura M. Carroll, Mary P. Clune, Oscar B. Gifford, Nellie V. Mober, Gilbert P. Skartum.

The Chicago College of Pharmacy.

The forty-fourth annual announcement of the Chicago College of Pharmacy, of 465 State street, Chicago, has just been issued. This is the School of Pharmacy of the University of Illinois. In the management of the school the trustees and officers of the university have the assistance of an advisory board of pharmacists, elected by the registered pharmacists of the State through the Illinois Pharmaceutical Association. The forty-fourth annual course of instruction will begin Tuesday, September 29, 1903. The session will continue seven months, closing upon Thursday, April 28, 1904, on which day the graduation exercises will be held. A new feature for the forthcoming session is the offer of the Becker prize, consisting of a handsome cabinet and set of reagents and apparatus for chemical testing. This prize is offered by L. A. Becker, of the L. A. Becker Company, Chicago, an alumnus of the college, for the best work in pharmacy.

The New Orleans College.

The third annual commencement exercises of the college were held at the Athenæum on May 13, degrees being conferred upon the following: Arthur E. Breslin, Miss Adele E. Richards, Edwin Levin Aaron, Mrs. Sophia L. Wagner, William M. Avery, Dominic A. Mouldous, Felix J. Dantin, Justin W. Renaudin, Adolph de C. Henriques, Henry Roeling, Miss Clara Jacoby, Oswald J. Weilbacher, Willie M. Mayo, George H. White, Rupert L. McHenry, Van A. Woods, Clifton I. Young.

Druggists from Six States Inspect Famous Laboratories

A party of 250 prominent druggists from the six States of Illinois, Indiana, Wisconsin, Iowa, Missouri and Michigan gathered at Chicago recently and then traveled to Detroit to visit the laboratories of Parke, Davis & Co. They were guests of the house for two days—June 18 and 19. They went for two things—to see how up-to-date medicaments are made and tested, and to have a good time and forget the cares of business. They succeeded in both purposes.

The first day was spent in going through the laboratories, the morning in viewing the manufacture of such pharmaceutical products as pills, tablets, elixirs, fluid extracts and the like, and

the afternoon in witnessing the latest developments in the production of biological and bio-chemical agents. The new Science Building, erected last year at a cost of \$200,000 for research purposes, was the scene of greatest interest to the visitors. The day was completed by a banquet held at Detroit's famous hotel, the Russell House. Joseph Helfman was master of ceremonies, and speeches were called for among the visitors from W. L. Campbell, manager of the Economic Drug Company, of Chicago; Dr. Nolte and Mr. Wideule, of Milwaukee; Mr. Johnstone, of Chicago, and Mr. Armstrong, of Dwight, Ill. Those who responded in behalf of Parke, Davis & Co. were Secretary H. A. Wetzel, General Manager Wm. M. Warren, Chief Pharmacist Frank G. Ryan, and Prentiss McKenzie, of the Chicago branch.

Mention should not be omitted of the fact that at noon luncheon of the party on the first day Mayor Maybury appeared and welcomed the visitors to Detroit in his usual happy and graceful manner. On the City Hall, too, which is just across the street from the Russell House, was a large electrical legend which, lighted up in the evening, bore this message: WELCOME, GUESTS OF PARKE, DAVIS & CO.

The second day of the visit was occupied entirely by a boat ride up the Detroit River to and beyond the famous St. Clair Flats. Schremser's Orchestra furnished delightful music all day long; cigars and other things were abundant; the 250 visitors dispensed jollity and good feeling and pleasure in large quantities, and "Tom" Swan, Detroit's great caterer, had the following menu on tap all day long:

"CONTINUOUS PERFORMANCE—ALL-DAY LUNCHEON."

Radishes.	Clam Chowder.	Olives.
	Celery.	
	Baron of beef.	
	Scotch buttock.	
	Roast turkey.	
Ham.	Tongue.	
	Saratoga chips.	
	Deviled crabs.	
Half cold	boiled lobster, mayonnaise.	
	Chicken salad.	
Ice cream in forms.	Assorted cakes.	
	MacLaren's and Stilton cheese.	
Biscuits.	Assorted fruits.	
Coffee.	Lipton's tea.	

Returning to Detroit at 10 o'clock in the evening, the night train for Chicago was boarded and the two days' visit was at an end.

A week later the Ohio Pharmaceutical Association, in session at Toledo, 60 miles or so from Detroit, devoted a day in making a lake trip to Parke, Davis & Co.'s laboratories. The party was 300 strong, and the went chiefly to inspect the new Science Building and witness the methods of conducting biological and chemical researches. Prominent in the party were Messrs. Beal, Kauffmann, Ogler, Hopp, Voss, Army and Fell.

Substituters of Resinol Enjoined.

At Cincinnati the United States Circuit Court has granted a perpetual injunction to the "Resinol" company, of Baltimore, in the suit which that corporation filed against A. Hoffman & Co., to prevent the alleged substitution of the preparation manufactured by the Resinol Company. It also developed that one of the foremost physicians of Clifton, O., was the person through whom the Resinol Company were notified that their goods were not being used by several drug firms in Cincinnati, although the name was used to cover the substitution. The injunction reads in part as follows: "Defendant is hereby perpetually enjoined from and ordered, with his employees and servants, to desist from in any manner or form whatever substituting or selling any preparation as described in the bill in this case, whether upon prescription of a physician or otherwise, as the preparation of ointment known as 'Resinol' made by the plaintiffs herein, or from substituting or selling any preparation whatever other than the genuine 'Resinol,' and he and his employees and servants shall desist from any fraudulent and unlawful use of the word 'Resinol' and any and every name or word which is substantially like it."

A Laboratory Thief.

Within the last four months an individual well acquainted with the conditions of chemical laboratories of manufacturing plants, especially iron and steel works, is plundering the chemical laboratories in Virginia, West Virginia, and now Ohio, of their platinum ware. Over a dozen of such laboratories have been reported within the last four months, and from the way the thief goes about it, it is evident that he must have been a former iron chemist, thoroughly acquainted with the conditions of the chemical laboratories in the district mentioned. From what we learn he is now traveling up the Ohio River to-

ward Pennsylvania, and chemists of iron, cement and steel works, etc., throughout Central United States should be on their guard against him.

Obituary.

ANDREW G. WEEKS.

Andrew G. Weeks, senior member of the former wholesale drug firm of Weeks & Potter, Boston, died at Guilford Center, Vt., June 28, at the age of 70 years. Mr. Weeks was born in North Yarmouth, Me., and attended school at Portland. At the age of 16 he sought employment in Boston, and from that time until about a year ago he had been connected with the drug business. The partnership between Weeks and Potter was formed in 1851, the firm engaging in the wholesale business. Of late years he gave much attention to real estate and financial matters, and he was a director of the Equitable Fire & Marine Insurance Company, of the Theological Library of Boston and warden of the Emmanuel Church. He was married in 1847 and was the father of four children. The funeral took place June 30. The wholesale trade was formally represented by Gorham D. Gilman, Charles A. West, Frederic L. Carter and Ralph P. Hoagland, while the Boston Druggists' Association sent Reuben L. Richardson, James O. Jordan, Joel S. Orne, Nathaniel J. Rust and Amos K. Tilden. The establishments connected with these associations closed during the hour of the funeral. Interment was at Forest Hills.

DR. G. DALTON HAYS.

Dr. G. Dalton Hays, who died at his home in Tenafly, N. J., on July 3, graduated from the New York College of Pharmacy in 1878, taking the gold medal. He served as instructor in the college for many years. He graduated at the College of Physicians and Surgeons, New York, in 1884, became a member of the Academy of Medicine, and was secretary of one of its departments; was also a lecturer at the Post Graduate Medical School and Training School for Nurses. He was a son of David Hays, who was vice-president and treasurer of the College of Pharmacy for many years.

WILL V. MEYER.

Will V. Meyer, formerly partner of John C. Gleim, of Cleveland, Ohio, died in Los Angeles, Cal., May 23, where he had made his home for the past few years on account of his health. Mr. Meyer was in his forty-third year and had been associated with Mr. Gleim in the retail drug business for 18 years, having always been located on Superior street, but at different sections, remaining at their present location in the Cuyahoga Building, Cleveland, the last ten years. Mr. Meyer was universally liked and held in high esteem by the Cleveland pharmacists, who mourn his early death.

Died.

BROCARD.—In New Orleans, La., on Tuesday, June 29, Dr. F. E. Brocard, in the fiftieth year of his age.

COLLINS.—In Brooklyn, N. Y., on Thursday, July 2, Percy Collins, in the twenty-fourth year of his age.

DAY.—In Somerville, N. J., on Monday, July 6, Robert L. Day, in the fifty-ninth year of his age.

FORD.—In Waynesboro, Ga., on Friday, June 28, Dr. Lewis R. Ford.

HEINITSH.—In Lancaster, Pa., on Wednesday, July 8, Maria C. Heinitsh, wife of S. W. Heinitsh, in the seventy-eighth year of her age.

LINDEMAN.—In Meadville, Pa., on Wednesday, June 10, Frank Lindeman, in the thirty-first year of his age.

STALEY.—In Indianapolis, Ind., on Wednesday, June 17, Michael C. Staley, in the fifty-first year of his age.

TRUE.—In Waterville, Maine, on Wednesday, July 1, William L. True, in the thirty-eighth year of his age.

VIALLO.—In New Orleans, La., on Friday, July 3, Paul L. Viallon, sr., president of the State Board of Pharmacy, in the sixty-first year of his age.

WEEKS.—In Guilford Centre, Vt., on Friday, June 28, Andrew G. Weeks, senior member of the wholesale drug firm of Weeks & Potter, of Boston, in the seventieth year of his age.

WEFEL.—In Fort Wayne, Ind., on Wednesday, July 1, Martin H. Wefel, in the thirty-eighth year of his age.

YOUNGMAN.—In Clearfield, Pa., on Saturday, June 6, Thomas W. Youngman, in the fifty-fourth year of his age.

GREATER NEW YORK

On Saturday the Retail Druggists' Bowling Association enjoyed a fine outing at Coney Island.

S. I. Vanderbeck will shortly open a drug store in the new Journal Building at Ramseys, N. J.

Chas. B. Van Dien has entered the employment of Thornton & Co., druggists, of Ridgewood, N. J.

Edward Deitmán's pharmacy, on Clinton avenue, Newark, N. J., was sacked by burglars recently.

James E. Davis and Henry Baker, of the Michigan Drug Company, were in the city a few days ago.

F. L. Selby, of Selby & Reed, one of the leading retail druggists of Martin's Ferry, Ohio, was in town last week.

J. A. Logan, the secretary and manager of the World Drug Company, wholesale and retail druggists, San Francisco, was a recent visitor in New York.

M. J. Breitenbach, of M. J. Breitenbach & Co., with his secretary, Emil Franche, sailed for Europe on the steamship Kaiser Wilhelm last Tuesday.

Joseph Lascoff, with Leon J. Lascoff, 1228 Lexington avenue, Manhattan, is receiving the congratulations of his numerous friends upon his return from his wedding trip.

W. S. Mersereau, of Schieffelin & Co., together with his family, is spending his vacation at Keen Valley in the Adirondacks. W. T. R. Mersereau is at Point Pleasant, N. J.

Herman Roder, of Roder & Rausch, druggists, of 355 Central avenue, Jersey City Heights, will shortly open a well equipped pharmacy at the corner of Central avenue and Bowers street.

Wm. J. Gesell, of Lehn & Fink, who has been enjoying an extended European trip, combining business and pleasure, is expected back about July 20. He has been away since the early part of May.

Among the visitors to the local drug market were H. K. Mulford, Philadelphia; William Baker, of Nelson, Baker & Co., Detroit, and George Merrell, of the W. S. Merrell Chemical Company, Cincinnati.

It is announced that the entire business of John J. Keller & Co., dealers in aniline dyes, has been taken over by the Geigy Aniline & Extract Company, of this city. There will be no change in management or employees.

One of the familiar faces that will be seen at the forthcoming convention of the American Pharmaceutical Association will be R. R. Lampa, of Lehn & Fink. Mr. Lampa will spend a part of his vacation at the convention.

A new acquisition to the staff of traveling representatives of Britt, Loeffler & Well, wholesale druggists, New York, is Robert Wehrlin, who was formerly in the employment of Eugen C. Diez. Mr. Wehrlin will call upon the trade in Greater New York.

The American Buchu Company, of 138 West Thirty-fourth street, have filed schedules in bankruptcy, with liabilities of \$15,287 and assets \$404. Among the creditors are the Fourteenth Street Bank, \$4,100; the Price Printing House, \$4,780, and Ernest Edwards, \$1,839.

The A. L. Goldwater pharmacy, at 149th street and Third avenue, Manhattan, has an addition to its staff of prescription clerks, M. Mendel having recently joined the force. Mr. Mendel was formerly connected with the St. Nicholas Pharmacy, at 116th street and Seventh avenue.

Among the guests registered at the Drug Club recently were: C. P. Meyer, Philadelphia; Ramon Reyes Lala, Manila; J. C. Davis, Denver; A. R. Brewer, Chicago; E. M. Durham, Vicksburg, Miss.; G. W. Ganong, Ottawa; C. Fitzsimmons, Columbia, S. C.; F. E. Horgan, Boston; Howard MacSherry, Newark, and A. L. Bailhache, Racine, Wis.

Jobbing druggists report that business started up nicely the first of this month, but generally speaking trade is rather quiet at present, more so than usual. Retailers who cater to soda trade have been rejoicing over the warm weather, which, of course, swells their fountain receipts. Owing to the cool, rainy weather, last month was a bad one for soda business.

Several drug clerks have changed their positions recently. Edgar Prosser has left Caswell, Massey & Co.'s Twenty-third street store to accept a position in the firm's Newport pharmacy; T. A. Cheatham, jr., has gone from the same firm to take charge

of the prescription department of Lamar & Cheatham Drug Company, of Macon, Ga., his father being a partner in that company.

C. Westmoreland, who is well known in the drug trade in Mississippi, Alabama, Georgia and North and South Carolina, will hereafter represent Lehn & Fink in those States, showing to the trade a complete assortment of chemicals, sundries, etc. H. D. Bell, the same firm's representative in Kentucky, Indiana and Michigan, spent two weeks here recently on his vacation, and became well acquainted with the city and made many friends.

S. V. B. Swann, vice-president of the State Pharmaceutical Association, has already started to prepare for the next annual meeting, at Brighton Beach. He is making up the Entertainment Committee, and a meeting will be held soon to organize, so that the names can be incorporated in the published proceedings of the last convention at Utica. The committee will consist of 15 members—three from each of the five local pharmaceutical associations.

The annual outing of the German Apothecaries' Society was held on Thursday, June 25, at Bachmann's Park, Clifton, S. I. Over 200 attended, and the affair was most successful. An interesting event was the bowling contest, in which Wm. Carr, of Parke, Davis & Co.; President Henry Imhof, Charles H. Schmidt, Frederick Trau, G. E. Huether and August Diehl won prizes. The ladies' prizes were won by Miss H. Lehman, Miss Volkenberg, Mrs. F. Gerber and Mrs. H. F. Albert. The egg race was won by Mrs. Paul F. Gebicke, with Miss A. Rogers second, Miss Wegmann third and Miss Seifert fourth. President Imhof presided at the banquet and made some pleasing remarks, which were responded to by others. The party returned "early," tired, but happy, and well satisfied with the outing.

We may expect that trolley trips between Philadelphia and New York will become the fashion after it is learned how conveniently and pleasureably such trips can be made. It was just the other day that W. L. Cliffe and Dr. N. H. Saxman dropped into the office of the AMERICAN DRUGGIST, and calmly announced that they had covered the distance between their home city of Philadelphia and New York by easy stages of trolley rides, and the gentlemen were accompanied, too, by their respective helpmates. There was something so fascinating about their recital of the joys of trolleying that particulars of the trip were asked for and given cheerfully. The party left Philadelphia on the Fifth streets cars to Cedar Hill, whence they took the "red line" to Croydon. A bus ride of some 200 yards enabled them to reach trolley connections for Bristol and then to Morrisville, bus being taken across the bridge. Connection was then made by trolley to State street and Warren, Trenton, and out State street to the fair grounds. After a stop for luncheon through trolley was taken to New Brunswick (30 miles). Bound Brook was reached from New Brunswick by paying two fares. Straight connection was then made from Bound Brook to Dunellen, Plainfield, Elizabeth and Newark to Jersey City, New York being reached about 8.45 p.m. The party left Philadelphia at 9.30 a.m., the trip occupying the entire day. The trip was a pleasant one throughout, as the weather was all that could be desired, and the frequent changes enough to prevent monotony. The entire cost for carfare was \$1.35.

Civil Service Examination for Apothecary.

An examination for apothecary in the State service will be held at Albany on July 25, 1903, and persons desiring to enter this examination must file applications in the office of the State Civil Service Commission in Albany before noon of July 20. Application blanks and information regarding salaries and requirements of examination may be obtained by addressing Charles S. Fowler, chief examiner of the commission, at Albany.

The Sale of City Antitoxin to Be Discontinued.

In a report to Mayor Low, on June 19, Health Commissioner Lederle recommends that the sale of the city's antitoxin to persons outside the city be discontinued, a first-class quality being now manufactured by private firms. The loss of money from the sale of antitoxin in a year amounts, it is estimated, to \$12,000. This loss will have to be met by the Board of Estimate and Apportionment in making appropriations for the Health Department. Doctor Lederle also recommends that the Department of Health shall hereafter dispense all its laboratory products free on proper requisition by department officers or private physicians.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

Row Over the Secretary's Salary.

When the Manhattan Pharmaceutical Association meets in September after the summer recess the matter of amending the constitution so as to increase the secretary's salary will again come up for consideration. At the May meeting, it will be recalled, an amendment was adopted increasing the secretary's salary from \$100 to \$200 a year. Prior to that meeting written notice had been given that an amendment to the constitution would be considered to raise the secretary's compensation from \$100 to \$150, but at the May meeting, when the proposed amendment came up, a motion was made to increase the amount to \$200 a year. This precipitated a debate, some members contending that the written notice of the proposed amendment specified \$150, and it would not be constitutional to alter the figures to \$200 unless all members were duly notified by another written notice, since the constitution of the association provides that every proposition to amend must be submitted in writing and may be balloted for at the next regular meeting. This objection, however, was overruled and the \$200 amendment was adopted.

As told in the last issue of the *AMERICAN DRUGGIST*, the legality of this amendment came up for discussion at the June meeting of the association, and the Legal Committee of the association was instructed to secure an opinion on the matter from the organization's counsel, Cantwell & Moore. The committee conferred with the latter on Friday, July 3, and were informed by their attorneys that the action taken at the May meeting in adopting an amendment for \$200, whereas the written notice called for \$150, was in violation of the letter and spirit of the association's constitution. The association, according to Secretary Swann, will abide by that opinion, since it was rendered by the counsel to the association, although two other lawyers, whose names are withheld by request but who are experts on corporation and constitutional law, declared that the action taken was perfectly legal.

Mr. Cantwell, when seen by a representative of the *AMERICAN DRUGGIST*, said: "The constitution of the Manhattan Association distinctly and specifically states that every proposition to alter or amend the constitution must be submitted to the members in writing before it is balloted on at the next regular meeting. The notice which was sent out stated that it was proposed to raise the secretary's salary from \$100 to \$150. Members who did not attend the May meeting, at which the amendment was voted on, understood and believed that that was the proposed change, and only that. They may not have objected to that amendment, whereas they might have objected to a higher figure, and might have attended the meeting to vote against any higher increase in the amount. To better illustrate my point: The members were given to understand that it was intended to increase the secretary's salary from \$100 to \$150. They received notice to that effect as required by the constitution, and were satisfied to have such an amendment passed. At any rate, many did not attend the meeting to oppose it. On the other hand, some might have had objections to raising the salary to \$200, and would have been present to oppose such an amendment had they known that it was to come up. If the action taken at the May meeting were legal and constitutional, the notice of a proposed amendment might specify a certain nominal sum, not objectionable to most members, but the amendment might be changed before it was put to a vote to a much larger sum, say \$500 or \$1,000, which, though not acceptable and satisfactory to the majority of members, could be put through possibly by those present, and without the knowledge and consent of those absent. I mention this simply as an illustration. Mr. Moore, of our firm, was asked to give an opinion on this question, and subsequently I was also asked, and although I did not know what Mr. Moore's view was, our opinions were the same—namely, that the action taken in adopting the \$200 amendment was unconstitutional. It was a case where two lawyers agreed, which is rather unusual, you know."

Charles H. White, proprietor of the St. Catherine Pharmacy at Madison avenue and Fifty-third street, and who was until recently one of the second vice-presidents of the Manhattan Association, said:

"My resignation as an officer and member of the Manhattan Pharmaceutical Association, which was accepted at its last meeting, was mailed to the secretary some four or five weeks ago for purely private reasons which had no bearing upon the questions at issue, otherwise I would have remained to assist those who have the best interests of the association at heart. Regarding the vote upon the alleged amendment on May 18, the members voting affirmatively were Messrs. Searles, Faber, Eblitt, Bakst and Weinstein. Those voting negatively were the

two vice-presidents—namely, Messrs. Schweinfurth and White—and Treasurer Hitchcock, the other members present refraining from voting."

Mr. Swann, secretary of the Manhattan Association, when interviewed, professed to care very little personally about this matter. With his usual modesty he said he was more concerned about the welfare of the association, the feelings of members and reports circulated, which, he said, conveyed a wrong impression to those who were not present at the time this affair came up, etc.; than he was about any increase in his salary. He called attention to the fact that the action of one of the members of the Legal Committee, who, without consulting other members of that committee and without the authority of the association, asked the attorneys for advice as to the legality of the amendment, received the rebuke of the president, who is a member and chairman of that committee. The association, it will be recalled, passed a resolution authorizing the committee to obtain the opinion of the association's counsel on the matter. But some member of the association, seemingly not satisfied with the association's counsel's opinion, consulted no less than two expert lawyers other than the counsel referred to—the same act which recently "received the rebuke of the president." Mr. Swann himself vouchsafed the information that this had been done, and even mentioned the names of the lawyers who had been consulted. Their opinion, he said, was that the amendment as adopted was perfectly legal. The secretary's version of the "correct vote on the amendment as adopted" does not tally with that of former Vice-President White. The latter says that the vote was five to three, while Mr. Swann contends that it was seven to three.

ATTACK ON THE BROOKLYN COLLEGE MANAGEMENT.

Statement by Professor Anderson.

Drs. Albert H. Brundage and E. H. Bartley, both of whom resigned a short time ago from the Brooklyn College of Pharmacy, but are still members of the Kings County Pharmaceutical Society, recently sent a circular to many of the members severely attacking the directorate of the college. The latter is practically owned by the society, and the circular has stirred up considerable feeling among the members. The doctors who avow the authorship of the circular make, as the basis of their attack, the matriculation by the college some two years ago of a young man who was admittedly a criminal and had served time in Sing Sing. The by-laws of the college call for good moral character as one of the requirements for graduation. The circular in question declared that this particular young man had been convicted of forgery and of embezzlement; that one student was graduated after committing perjury; that another graduate could neither read nor write, and another was graduated before he was of age. These are the main points in the circular, although much stress is laid particularly upon the graduation of the ex-convict.

In the fall of 1899 this young man, who, by the way, has been a clerk in a drug store for two years in this section, was employed by a druggist in Plainfield, N. J., where, according to the circular, he embezzled various sums, altering the entry of deposits of his employer at the bank to cover his thefts. Later he took his employer's diploma, substituted his own name for that of his employer, and tried to obtain a certificate from the Connecticut Board of Pharmacy on the strength of the diploma. The signature was suspected, however, and he was convicted and sent to Sing Sing for two terms. Before leaving Plainfield it is charged that he had trouble also over a certain check. This, briefly, was his record when he entered the Brooklyn College of Pharmacy. When he reached his final examination the State Board, with a full knowledge of his previous record, granted him a certificate. There was a long debate among the directors of the college over his case, but he was finally allowed to graduate. All these things and much more are set forth at length in the Brundage-Bartley circular.

In reply to the latter William R. Anderson, dean of the college faculty, said:

"As to our reasons for passing the young man, whose whole career is so carefully set forth in this circular, I have only to say that we were determined to give him another chance. We felt that a refusal to grant his diploma would ruin his whole life. He had frankly admitted his fault and thrown himself upon our mercy, and he was, beyond doubt, as fine a pharmacist as could be found here. He showed every disposition to live down his past and prove his worthiness to rank among honest men. We would not, and could not, thrust him back at the very threshold of his young life to irretrievable ruin. We decided to give him a chance to begin anew. He found employ-

ment with a prominent druggist, and from that time on has proved himself worthy of every trust reposed in him. Only recently I received a letter from his employer commending him in the highest terms. I think this is sufficient answer to the circular, and any one who has any sense of justice and humanity cannot help but feel that the college did right in helping him."

Professor Anderson remarked that it would have been better, if Messrs. Brundage and Bartley had a grievance, for them to have brought it up in the society meetings, rather than resorting to the methods they did. The other charges, he said, were without much foundation and were too trivial to notice.

BROOKLYN DRUGGISTS FORM A BUYING CLUB.

Nearly Ready for Business—Prominent Members of the Trade Interested.

The movement started a short time ago in Brooklyn to form a co-operative buying club among druggists of that borough is progressing rapidly. Between 60 and 70 druggists have already signified their intention and desire to become members of the club, and have pledged \$100 apiece. John G. Wischerth, of 1076 Bedford avenue, is now at the head of the movement, which is being actively supported by William C. Anderson, Charles Dyna and others. It was planned at first to start with 50 members at \$100 each, which would have made the capital \$5,000. But that number has already been exceeded, and it is now the intention to secure at least 100 members before beginning operations. The Brooklyn club will be conducted along the lines of the Consolidated Drug Company, of Manhattan. It will be incorporated, a central distributing bureau will be established under the care of a competent man, and spot cash will be offered for proprietaries, drug sundries, chemicals, etc., at lowest prices. Members will be given the full benefit of the low prices secured, and about 3 per cent. will be added to each bill to pay expenses of the bureau, which will probably be opened some time in the fall.

Professor Anderson said the other evening that as soon as 100 members are secured a meeting will be held, at which organization will be effected, officers chosen, constitution and by-laws adopted, etc., and other details will then be worked out so as to begin active operations as soon as possible. While the club will start with 100 members, the number will not be limited; druggists in good standing who apply for membership later and are approved will be admitted. The avowed purpose of the proposed organization is to pool purchases, so as to obtain lowest prices and save the middleman's profit by buying direct, thereby placing the members of the club in a better position to meet competition. "This movement," said Professor Anderson, "is the outgrowth of the old Bedford Association, which was formed some time ago, when an effort was made to put the tripartite plan in effect here. That failed, but the nucleus of the organization remained and has furnished material for this new enterprise. The object of the latter is to better the condition of the retail trade here. The club is not formed for the purpose of cutting rates. On the contrary, we may in time have a fixed price schedule of our own. At any rate, it is safe to say that the new organization will be among the first to co-operate in any movement or plan which promises to better the condition of the retail pharmacist."

Pre-Vacation Meeting of German Apothecaries' Society.

At the last meeting of the German Apothecaries' Society, prior to the summer recess, several matters were disposed of. The benzoin question was brought up, it being reported that some druggists were being refused permits while others were receiving them. The sentiment of the meeting was strongly against any discrimination or favoritism being shown by the authorities in the matter. The Legal Aid Committee was instructed to defend one of the members of the society who had become involved in trouble over an alleged carbolic acid mistake. Blackmail was believed to be the motive behind the case. President Imhof paid a tribute to the late Julius Laber, who died recently at Union Hill, N. J.

In the absence of Felix Hirsman, the president reported briefly the recent State Association convention. He spoke particularly of the unexpected support given by rural pharmacists to the prerequisite clause. He complimented Mr. Hirsman for his able work at the State meeting, and asked for volunteers to serve on the Entertainment Committee to arrange for next year's meeting at Brighton Beach. Wm. Gregorius handed in his resignation as chairman of the Entertainment Committee, stating that owing to his removal to Bayside, L. I., he would

not be able to give the work as much attention as he wished. His resignation, however, was not accepted, but S. V. B. Swann and Mr. Diehl were appointed as his assistants. Three new members were elected, Albert Hoehler, Jos. T. Roediger and Curt Claassen. It was decided to omit the feature of a banquet at the annual ball in Terrace Garden next January, and instead of the usual entertainment this fall the society will have another outing. The recent outing was a grand success, both socially and financially. Chairman Schur, of the Mortuary Fund Committee, gave a check for \$139 to Mr. Renne, a former clerk of the late Julius Laber.

NEW YORK STATE.

Business Poor in the West—Meeting Cutters' Prices—Willful Violations of the Pharmacy Law.

(From our Regular Correspondent.)

Buffalo, July 8.—There is general dissatisfaction over the drug season in Buffalo, mainly on account of the cool, backward season and the especial good health of the city. There is time enough for a good soda water season, though there is not much promise of it yet, for no sooner did the cool, dry season come to an end than the warm, wet one was exaggerated into disagreeable conditions that kept the people indoors more than is common at this time of the year.

THE AGITATION OVER THE CITY WATER SUPPLY

continues through the city press, without regard to the fact that the only effect it has is to give the city a bad name. The experiments of Dr. George E. Fell show conclusively that there is no shore water, even from the much dreaded Smokes Creek, itself miles above the city, finding its way into the water works inlet in the Niagara. It has been arranged to leave the question to experts, who will meet before long and continue the research.

CUT PRICES.

In the matter of the cutting of prices, the Buffalo drug trade shows rather more indications of it than formerly. The lavish advertising of reductions on the part of certain stores continues, and the appearance of such lists in the store windows shows that everybody is availing himself of the permission given by the E. C. P. A. to meet cutters' prices.

Still there is evidence that retail druggists are making more money than they used to be. It appears that the limit of encroachments has been reached, and general prosperity has made it possible to live from the very much cut up retail drug trade of such a city as Buffalo. There is no further cutting down of drug clerks, and wages are at least as high as they used to be.

In fact, clerks are scarce in Buffalo drug stores, and there is a call for recruits from outside, especially of such as desire to go through the College of Pharmacy, and the response is somewhat liberal.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

holds its July meeting in Jamestown, where the licenses to which the candidates from last month's examination entitle them will be granted and certain other executive work will be taken up. There are several delinquent cases to pass upon, most of them from the country. What seems to be the worst feature of the situation is the fact that the delinquents are generally well aware that they are breaking the law. A certain proprietor of a country general store where drugs were sold confessed without much parley that he was "caught" when he found that the inspector had bought articles that would convict him. He at first said that the wholesale house that sold him the drugs gave him a license, but it was not hard to convince him that such a license was impossible. He at once wanted to parley on a settlement.

COUNCILMAN STODDART A TREASURY POSSIBILITY.

Buffalo City Councilman Thomas Stoddart, who lately retired from the presidency of the New York State Pharmaceutical Association, expresses a great sense of relief on being thus permitted to throw off the responsibility, in spite of the fact that he left the association in a flourishing condition. He has been appointed a delegate to the annual convention of the American Pharmaceutical Association, which meets at Mackinac Island August 3, and has a place on the Legislative Committee of that body. There is a move to transfer him from the City Council this fall to the office of City Treasurer, though he still has two years to serve. So far no formidable opponent has appeared in either party. His course in the Council has been eminently satisfactory. He has always been on the side of economy and good government, and he is willing to work.

ILLINOIS.

Chicago Retailers Reverse Their Policy—Cut-Rate War to Be Discontinued—Resignations from the Chicago Retail Druggists' Association—John L. Straw No Longer President—Organizer Prouty Out—More Conservative Policy to Prevail—Druggists Interested in a New Pure Food and Drug Ordinance—Penalties Provided for Sale of Drugs Not of U. S. P. Strength—Sale of Lord, Owen & Co. Stock Produces Remarkable Results—Success of the Miles Plan.

(From our Regular Correspondent.)

Chicago, July 6.—There has been a notable reversal of policy in Chicago, and it is now hoped that the situation here will soon be in better shape. It has been decided by the Executive Committee of the C. R. D. A. to discontinue the cut rate war instituted recently under orders from the local governing body. This order has been recalled, and every effort will now be made to restore prices and peace here. It is believed that this action will clear up the situation.

The change of policy followed the resignations of President John L. Straw and Organizer J. H. Prouty. Mr. Straw has been an earnest worker and has the respect of all his associates, but there has been a difference of opinion in regard to the advisability of using drastic methods. The conservative element has opposed radical action, believing that time will show the former policy to be correct. This policy will now be returned to.

Mr. Wooten, who is vice-president of the C. R. D. A., is now acting president. As favorable a schedule as possible is to be put into effect. New officers will be elected at the coming meeting.

NEW CITY ORDINANCE AFFECTING SALE OF DRUGS.

The City Council has passed an ordinance providing more stringent regulations regarding the sale of milk. A milk and food division of the Health Department is also provided for. This fact is of especial interest to druggists, because the chemical analyses of water, ice, food products and drugs are provided for. A penalty of from \$5 to \$100 for a first offense and from \$50 to \$200 for later offenses in keeping drugs not conforming to the standard of the U. S. P. is provided for. The same penalties apply to the sale of impure or adulterated articles of water, foods or liquids. Druggists do not seem to have noticed as yet that the Council has taken this action.

SUCCESS OF THE LORD, OWEN & CO. AUCTION.

In order to have their fees fixed the receiver and attorneys of the receiver of the bankrupt firm of Lord, Owen & Co. have filed their reports in the United States District Court. Receiver Williams reported that between April 8 and May 19, the latter being the date at which he was elected trustee of the estate, he had received \$200,037 in money and had disbursed \$116,978. Since that time the stock had been sold and about \$125,000 added to the estate.

The goods were widely scattered at the sale, which was of unusual interest. It was, in fact, the most remarkable of its kind ever held. It lasted six business days, almost without intermission. The auctioneer, Samuel Winternitz, began at the top floor and cleaned up one floor a day. He spread midday luncheons in order to hold the buyers together. There were over 9,000 sales, and the auctioneer spoke at the rate of nearly 250 words a minute, or 15,000 per hour, for the entire 48 hours of actual selling.

The original price bid for the stock was \$80,000, but this was refused by the court. The auctioneers then put up a cash guarantee of \$15,000 that it would bring \$85,000. They receive 10 per cent. in commission on the amount secured above that. Buyers were present from a number of other cities. As a result of the good work of the auctioneers the creditors will realize a much larger amount than it was thought they would.

MILES PLAN A WINNER.

The new contract plan, according to Charles M. Carr, director of the N. A. R. D.'s department of publicity, is highly successful. In regard to it Mr. Carr said:

"The new direct contract and serial numbering plan is a winner. We have the evidence at hand to prove it.

"A series of questions was very recently propounded to leading druggists in many cities and towns throughout the country, with the request that they be promptly and accurately answered on a return postal card, which was inclosed. Out of 56 localities thus far heard from 45 reported that Miles' goods (unfortunately these are the only preparations that are as yet sold under the National Association's plan, but other leading

manufacturers are expected to adopt it within the next few months) were being sold by all dealers handling them at full prices, were not being advertised except at regular contract rates, and that the demand was fair to excellent, in all cases showing an increase since the contract plan was put into force and full prices inaugurated. Ten of the remaining localities send encouraging news, and only one 'is agin the government,' so to speak."

SOME THOUGHTS ON SODA WATER BY A "PROFESSOR."

At a recent lecture delivered at the University of Chicago Prof. Alexander Smith caused some comment by delivering himself of the following:

"In commerce soda water is a by-product in breweries. This is a sort of even-handed justice; the chemist takes sugar and yeast and makes beer for the drinker and soda water for the imbibor of soft drinks. The total abstainer may thus increase the business of the brewing company.

"There is no soda in soda water. Every pint of soda water contains two and one-half pints of carbon dioxide, a gas. Therefore when you drink one pint of soda water you really drink three and one-half pints. This is why soda water is such a comfortable drink."

As Ezra Kendall has wisely remarked: "The professor ought to feel better after getting that out of his system."

SODA WATER FOUNTAIN OWNERS ORGANIZE.

In order to deal better with the Soda Dispensers' Union regarding the wage scale, the soda water fountain owners have formed an association with the following officers:

President—W. H. Gale.

Secretary—S. Berry.

Treasurer—Walter E. Servis.

Sixty per cent. of the owners of downtown fountains were represented.

ROSS, FLOWER & CO. AND SEARLE & HERETH COMPANY.

Quite a stir has been created in pharmaceutical circles by the announcement that Allen R. Fellows has sold his interest in the firm of Ross, Flower & Co. to the Searle & Hereth Company. Mr. Fellows took hold of this business a little over a year ago, and the old heads in the wholesale house pronounced him the find of the season. He was new to the plaster business, but the methods adopted by him to get business resulted in the sale of the plant to Bauer & Black, while the terms were kept secret. Mr. Fellows still continued in the business. As a manager and organizer he has proved to be a man with original ideas, and one who has made his presence felt with all competitors. The amalgamation with the great pharmaceutical house of Searle & Hereth will give him still better opportunities for showing his ability, and both firms are to be congratulated on the consolidation.

NEWS OF THE TRAVELERS.

W. A. Sallade, of Fond du Lac, Wis., has connected himself with a retail store in his home city. He will continue to travel.

M. P. Mears and Ralph Frerichs, of the sundries department of Morrisson, Plummer & Co., have both just returned from their vacations. A. G. Showers is also through his vacation and is now at Salt Lake with a full line of holiday goods.

J. B. Gordon, who covers Michigan and Indiana with Lazell, Dalley & Co.'s line of perfumes, was in Chicago on the first trying to tell local manager Mallory that he had carried away the blue ribbon this year by landing the largest holiday order. His appearance indicated success.

O. F. Eastman, treasurer of Searle & Hereth Company, is spending his summer vacation with his wife and family in Framingham and Hyannis, Mass. Mr. Eastman is an Eastern product and has never been fully weaned away from Eastern ties, and at every opportunity he spends his outings in the transcendental neighborhood of Boston.

Chas. E. Matthes, the Western end of the house of Sharpe & Dohme, is in New York for a conference with the heads of the firm. Mr. Matthes is president of the Chicago Drug Club, and since the club was founded, three years ago, his success in the president's chair has been very marked. He has been a hard and conscientious worker, and many of the new features are due to the efforts of himself and associates.

John F. Matthes, Chicago manager for Whitall, Tatum & Co., has just returned to his office after a two weeks' trip to his old home at Lebanon, Pa., where he was summoned by illness in the family. Mr. Matthes had a conference with his chief in Philadelphia relative to the lines for the coming year. He is treasurer of the Chicago Drug Club, and the life of the round table. He is always missed when he is absent from town on business.

MASSACHUSETTS.

An Epidemic of Robbery—More Candidates. Registered—A Poisoning Case Under Investigation.*(From our Regular Correspondent.)*

Boston, July 8.—The drug stores of New England seem to have been an especial mark for thieves recently, but in nearly every instance some one has been arrested for complicity in the breaks. Practically all of the stores were entered during the night. McVey Bros., East Boston, lost \$2.50 in money and \$5 in stamps. Two boys were arrested, one of whom confessed. Martin Foy, Concord, N. H., was robbed of money and goods to the value of \$100. An arrest was made. The store of Horace P. Childs, Malden, was entered and various good abstracted. One of the burglars was arrested and later held in \$1,000 bonds for the grand jury on a breaking and entering charge. W. P. Richardson, Scituate, recently lost a box of cigars from his store. There was an interesting case in Dorchester. Edwin S. McField was arrested on the charge of larceny of drugs to the value of \$90 from the Norfolk Drug Company, run by James H. Sexton. On searching McField's room goods to the value of \$200 were recovered. In court McField readily admitted taking the goods and claimed that he was a partner of Sexton's, and as such had a perfect right to do as he pleased with a certain amount of the goods. Sexton asserted that McField was not a partner, but was merely employed as a clerk, and testified that the papers which were to be drawn up were canceled, but he did not produce them. To further the assertion that McField was a partner, an application for a liquor license was produced, with the names of Sexton and McField on it. The defendant was discharged.

REGISTERED BY THE BOARD.

During June the Board of Pharmacy held seven examinations, at which the following were successful: Peter G. Chagaruly, Lowell; Reuben Harris, Boston; Charles L. Heffner, Cambridge; Saul Harris, Boston; Clifford S. Hunt, Worcester; Edward Edwards, Somerville; Albert W. Kidder, Cambridge; Andrew W. McConnell, Worcester; Frank W. Ring, Charlestown; James A. Bird, Cambridge; James H. Carr, Clinton; Walter M. Coombs, Bath, Maine; Donald J. Grenier, Worcester; John J. Madden, Worcester; Walter H. Newton, Gloucester; George B. Gunn, Uxbridge; Warren B. Wilson, Dorchester; Francis J. Barry, Beachmont; Howard D. Brewer, Worcester; Frank C. Brockelman, South Boston; William G. Brooks, Wollaston; Frank N. Jaques, Newburyport; Chester E. Tracy, Everett; Arthur E. Best, Roxbury, and Frank P. Lombard, Cambridge.

INVESTIGATING THE POISONING CASE.

The trustees of the Long Island Hospital, in conjunction with a committee from the Common Council, have been investigating the affairs of that institution, and especially the alleged error on the part of the former apothecary, which involved compounding a prescription with a double dose of strychnine and administration of the same to four of the patients. It is asserted that the error came about through the use of stock solutions. The chairman of the trustees has stated that the druggist, who acknowledged his mistake, had received two offers from pharmacists, one at \$20 a week, and that he had accepted an offer from his former employer and had left the island. His place at the island is now being temporarily filled by a house physician, who was formerly a druggist.

PENNSYLVANIA.

The Department Store Gets Into Line—Mr. Cliffe Appointed—Higher Requirements for Registration—A Dearth of Clerks.*(From our Regular Correspondent.)*

Philadelphia, July 8.—Snellenberg's drug store was only a one-day wonder. When this department house advertised that it would enter the drug trade, it was believed that there would be a general slashing of prices all over the city to meet the prices fixed by the department store. However, this store soon sickened of selling below cost, and it is now charging the same prices as the Retail Druggists' Association put into effect on April 1. Besides, it is doing very little business, and there would not be much kick coming if all the proprietary trade was done by the department stores, as at the present price these drugs are sold at the druggists say there is very little profit in handling them. As nearly all the druggists in the city are

living up to the new prices, it is said that the P. A. R. D. is making up another list which will be an advance over the present one.

THE NEW BOARD MEMBER.

The selection of W. L. Cliffe as a member of the Pennsylvania Pharmaceutical Board is a victory for the AMERICAN DRUGGIST and the Philadelphia Association of Retail Druggists. Both advocated this appointment. This fact had great weight with the Governor, and when the term of H. P. Potter expired Mr. Cliffe was appointed as a member of the board to succeed him. Mr. Cliffe first received notice of his appointment while attending the annual meeting of the Pennsylvania Pharmaceutical Association at Eaglesmere. He was congratulated by everyone, including the ex-member, Mr. Porter, who was also present. During the session five names were selected from ten submitted for recommendation to the Governor to fill the next vacancy in the State Board. E. Boring, of this city, received the largest number of votes.

INCREASED STRINGENCY IN THE EXAMINATIONS.

Although there is a dearth of clerks throughout the State, many druggists clamoring for assistance, the examinations before the State Board are growing harder each session. Of the 94 applicants for registered pharmacists' certificates and 81 for registered qualified assistant pharmacist certificates, only 37 of the former and 55 of the latter passed the recent examination at Pittsburg. At the same time the examination was held at Harrisburg, where 108 applicants for registered pharmacists presented themselves and 78 for registered qualified assistants. Of the former number, only 30 passed, and of the latter 45 were successful. The next meeting of the board will be held at Williamsport on July 21.

OHIO.

Sales at Retail by Wholesalers and Exchanges with Cutters—Local Retailers Interrogate Wholesalers—Replies Not Satisfactory—News of the Trade.*(From our Regular Correspondent.)*

Cincinnati, July 3.—During the past month the Cincinnati wholesale druggists have been asked two pointed questions by the Board of Control of the Ohio Valley Druggists' Association. One of the questions concerned the exchange of goods with a certain wholesale cut rate druggist, and the other related to the matter of retailing by wholesale dealers. From replies thus far received by the Board of Control it is evident that local druggists do not consider it possible to discontinue the practice of exchanging goods. In the matter of retailing by wholesale dealers, the reply of only one of the local wholesale houses has been found to be satisfactory, while in the opinion of the Board of Control the other three dealers have not met the question squarely. For this reason it is thought best to again communicate with the wholesale dealers in question, and the members of the Board of Control hope to be able to soon announce that all legitimate wholesalers have decided to discontinue selling at retail.

The annual summer outing of the Ohio Valley Druggists' Association will be held at Hartman's Grove, on the Miami River, Tuesday, July 21. Boating, dancing, swimming, baseball, fishing and various races will constitute the official programme. The outing will be made a basket picnic affair, and all the members of the association will contribute to the general entertainment.

The one hundred and second regular meeting of the Cincinnati Section of the American Chemical Society was held at the University of Cincinnati June 10. The chief topic presented for discussion was "Recent additions to our knowledge of the chemistry of the metals of the platinum group," by James Louis Howe. There was a full attendance of the local membership.

The net profits of the song recital given by Mme. Schumann-Heink, under the auspices of Miss M. C. Dow, the well-known druggist, amounted to \$269. Acting upon a resolution formed previous to the date of the recital, and while the financial results were in doubt, Miss Dow has distributed the entire profits among the various public and private charities of the city. Miss Dow did not give the recital with any idea of deriving personal profit, and the disposition of the proceeds was characteristic of her business methods.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, July 11, 1903.

THE interval since our last has been a quiet period so far as the movement of stock in the different lines of drugs and chemicals is concerned, there being little effort made to force business in view of the holiday season. As this condition is an accepted thing at this time of year, market values are not appreciably affected, and the undertone is steady with few dealers evincing any disposition to increase the distribution by price concessions, though the list of declines printed below does seem to bulk large. A decline of 1 cent an ounce in the price of quinine was announced by the manufacturers' agents synchronously with the publication of our last issue, but our readers were not taken unawares, ample warning having been given. Trade conditions, on the whole, are favorable, and a distinct upward tendency is noted in some lines, particularly in opium, which has advanced under the influence of strong cable reports from Smyrna. Dealers express themselves confidently regarding the outlook for a good fall trade. As regards collections, these are reported by the credit men of the various jobbing houses to be fully up to the average, and very satisfactory. The careful manner in which stock additions have been made during the past three months is accepted as evidence that the interior is carrying no considerable supplies, and a large volume of business is confidently anticipated during the coming summer and fall months. The advances and declines commented upon in our detailed review of the market are summarized in the following table:

HIGHER.	LOWER.
Opium,	Quinine,
Aloes,	Buchu leaves, short,
Santonin,	Balsam copaiba,
Sarsaparilla,	Balsam tolu,
Lobelia seed.	Menthol,
	Cuttlefish bone,
	Cardamom seed,
	Coriander seed,
	Rose oil,
	Thymol,
	Senega root,
	Gambler,
	Celery seed,
	Ipecac root,
	Peppermint oil,
	Spearmint oil,
	Guarana,
	Japan wax,
	Arrowroot.

DRUGS.

Alcohol, both grain and wood, are maintained at steady prices, and a fair movement into consuming channels is noted. The principal producers are asking \$2.37 to \$2.39 for grain, as to quantity, and 65c for wood.

Areca nuts are more freely offered in the face of freer supplies and a light demand, and quotations show a decline to 6c to 7c, as to quality and quantity.

Arnica flowers remain at 8½c to 9c, as to quality, with jobbing sales within this range.

Balsams.—Copaiba, Central American, is unsettled, owing to keen competition among dealers, and quotations are being

shaded to the extent of 1c to 2c, the revised price being 36c to 38c. Para is weak and unsettled under a similar influence, being offered at 42½c to 45c, but the concession does not appear to stimulate the demand, the distribution being comparatively light. Canada and Oregon fir are dull, but firm, with only small jobbing sales reported at our quotations. Peru lacks animation and quotations remain nominally unchanged. Tolu is slow of sale and the market is easy at a decline to 25c to 27c.

Barks.—Flm. select, is scarce and higher, nothing being now obtainable below 30c. Cascara sagrada is firm and in demand at 13c to 15c, as to age and quantity. Cotton root is in limited supply and firm at 10c to 12c. Sassafras shows more strength, and a moderately active jobbing demand is being met at 6½c to 8c, though these figures might be shaded on a firm bid. Simaruba continues in demand and scarce, with the quotation of the market 50c. Soap is in improved demand and values are maintained with a fair show of firmness, with 6½c to 7c for whole and 7c to 7½c for cut.

Belladonna leaves have been in demand, and we hear of numerous sales within the quoted range of 10c to 12c.

Buchu leaves, short, are only in light jobbing inquiry, and holders offer more freely at 23c to 26c.

Burgundy pitch is well sustained at 2½c to 3c, and consumers are purchasing quite freely of small quantities.

Cacao butter is dull and lower, with spot quotations reduced to 27c to 27½c for bulk and 31c to 34c for cake in 12-lb. boxes, as to brand and quantity.

Cocaine is attracting more attention in view of firmer reports from abroad, but prices in this market are as yet quotably unchanged, the sales of muriate being at \$4.00 to \$4.25, as to quantity.

Codliver oil is seasonably quiet, but there is no abatement of firmness on the part of holders, who maintain prices at the previous range, or, say, \$125.00 to \$135.00, for desirable brands of Norwegian.

Colocynth apples have been in demand, and we hear of sales in a jobbing way at 37c to 42c for Trieste and 27c to 30c for Spanish.

Cubeb berries have continued dull, but the quotations of the market do not change from 7½c to 8½c for whole and 11c to 14c for powdered.

Cuttlefish bone is in better supply and offers more freely, sales being made of prime Trieste at 16c and French at 13c, figures which are said to be below the cost of importation.

Ergot is in firmer position abroad and recent reports are of a strong tenor, an advance of 2½ per lb. being reported from Hamburg. The position of the article in this market is unchanged, sales being slow and infrequent at 28c to 29c for German and 29c to 30c for Spanish.

Formaldehyde is finding a steady consuming inquiry, but values are slightly irregular, owing to keen competition among importers; sales at 14c to 14½c for 40 volume per cent. and 15c to 16c for 38 to 40 weight per cent.

Guarana is inactive and weak, and quotations show a decline to 80c to 85c.

Insect powder is in moderately active demand, and the market is firm at last quotations of 14c to 25c, as to quality and quantity.

Juniper berries are meeting with a fair inquiry and are yet obtainable at the quoted range of 3c to 3½c, as to quality and quantity.

Lycopodium is less actively inquired for, the season being over, but quotations are maintained at the previous range of 52c to 53c for ordinary and 53c to 54c for Pollitz.

Manna, small flake, is offered more freely and at slightly lower prices, say 40c to 42c, as to quality and quantity; large flake and sorts are without quotable change.

Menthol is slow of sale and the market is easy, at a decline to \$7.00 to \$7.20, the inside figure for case lots and the outside for jobbing quantities.

Nutgalls, blue Aleppo, are offered more freely and at slight-

ly lower prices, say 12½c to 13c, but the demand momentarily is limited.

Morphine remains steady in price, with a moderate demand experienced. Most of the business passing is on contract orders, though we hear of numerous jobbing sales at \$2.05 to \$2.15, as to brand and quantity.

Opium has attracted more attention, and the article has recovered its tone in sympathy with the conditions at primary sources of supply. Cables from Smyrna on the 8th inst. reported an advance there to 8s. 9d., f.o.b., and 8s. 10d., c. and f. Local holders at once advanced their selling limit to \$3.25 for single cases and \$3.27½ to \$3.30 for broken lots, and powdered is quoted \$3.85. A more active buying inquiry was noted, and the tendency of values is upward, and holders are confident that prices will go much higher.

Quinine prices were reduced by manufacturers' agents as the last issue of the AMERICAN DRUGGIST went to press, but the trade was not taken unawares, as all the indications pointed to a further decline in value, and prospective buyers were holding off in anticipation of lower prices, as was fully explained in the preceding review of the market. Business is still restricted to some extent by the divergent views of buyers and sellers. One reason that was assigned for the lack of effect of the recent reduction was the fact that the jobbers throughout the country had expected a larger reduction and were therefore in many instances holding off, awaiting the fulfillment of their preconceived ideas. Manufacturers' prices are on the basis of 23c for bulk in 100-oz. tins, and values of all minor salts are correspondingly lower. In the outside market, German is obtainable at 22c and Java at 19c to 20c. Some 50,000 ozs. of Java changed hands a few days ago for shipment to London, and the market for this variety has been materially strengthened in consequence. A good inquiry is in progress, but we hear of nothing now offering below 20c, and some holders name 21c.

Santouin has advanced, influenced by the continued strong advances received from primary points. Following the receipt of cables announcing an advance equivalent to 25c per lb., spot quotations were marked up to \$6.95 to \$7.00 for crystals and \$7.15 to \$7.20 for powdered, as to quantity, the inside figures being for 25-lb. lots.

Tonka beans are selling in moderate jobbing quantities at 60c to 65c for prime Angostura, 30c to 35c for crystallized Surinam, and 20c to 25c for Para.

Wax, Japan, is rather easy, owing to continued lack of demand, coupled with cable reports of weaker primary markets. The revised range is 14¼c to 14½c, as to quantity.

CHEMICALS.

Arsenic, both white and red, is meeting with the usual jobbing demand, and values are unchanged at previous quotations, or, say, 8¼c to 3¼c for the former and 6¼c to 7c for the latter, as to quality and quantity.

Blue vitriol is selling more freely in a jobbing way from second hands at 4¼c to 4½c, and manufacturers quote car lots at 4½c, though it is said that lower prices have been accepted in instances.

Bleaching powder of the different foreign makes does not offer below 1¼c for jobbing quantities, and domestic at 1c and upwards, but the tone of the market is rather easy, the demand being quiet.

Borax is meeting with the usual demand and prices are firmly maintained at the range of 7½c to 8c for crystals in barrels.

Brimstone is quiet, most of the current business being for deliveries on outstanding contracts, and only a small business is passing in a jobbing way at the range of \$22.50 to \$23.00 for seconds.

Chlorate of potash is jobbing moderately at previous prices. There is a scarcity of powdered for prompt delivery, and sales have been made at 7½c to 8c.

Citric acid is in moderately active consuming demand and held at the range of 35c to 35½c for domestic.

Cream of tartar is reported as meeting with a fair inquiry, and the demand for powdered is met at 24¼c to 25c.

Quicksilver offers in instances at 63c in single flasks, though most holders ask 65c as inside.

Sugar of lead is in moderate demand and steady in price, at 6¼c to 7c for brown and 8¼c to 8½c for white crystals.

Tartar emetic is held with more firmness, owing to the advancing tendency of crude material. Crystals are now quoted at 21c to 21½c for barrels, and powdered is held at the same figure.

ESSENTIAL OILS.

Anise is jobbing very slowly, but the price remains steady at \$1.05 to \$1.10.

Camphor is moving out quite freely and the quotations of the market are maintained at 8c to 9c.

Cassia is in better demand and there are inquiries in the market for fair sized lots, but prospective buyers and sellers are yet too far apart in their views to permit of business; purchases are limited in most instances to jobbing quantities, for which 72¼c to 75c is paid for the better grades, as to quantity.

Clove continues dull and the market is easy at 60c to 65c.

Cubeb is given very little consideration and only a retail demand is noted at the present range of 90c to \$1.00.

Peppermint is weaker, and spot quotations have been reduced to \$2.60 to \$2.80 for pure in bulk and \$2.85 for H. G. H., at which range a moderate business is passing.

Rose is in fair jobbing demand, but the market has an easy appearance, and holders are not so firm in their views at the current range of \$4.25 to \$4.50. According to advices received by the London *Chemist and Druggist*, this year's crop will be very early and one of the largest on record as regards distillation, which is almost complete. It is almost certain that the price for new oil will be very low.

Sassafras is firmer, in sympathy with reports of higher prices at producing points. For the small available supply some holders make their inside quotation 45c, though 41c to 45c is named as the range.

Wintergreen is in limited supply and firm, and some holders name \$1.90 as inside.

GUMS.

Aloes remain quiet, but steady. True Cape is in light supply and 14c is named as an inside figure; Barbadoes is held with more firmness, though gourds are yet quoted at 7c to 8c.

Asafoetida is held at the range of 19c to 25c for good to prime, but the demand is not of a very extensive character.

Camphor continues in good demand and firm, at 55¼c to 56c and 56c to 56½c for domestic refined, in barrels and cases, respectively.

Chicle is meeting with moderate attention, sales of quantities being reported at 45c.

Gualac is meeting with a moderate inquiry from the trade and is obtainable at 18c to 21c, as to quality and quantity.

Kino is offered with increased freedom, an easier feeling having developed, and the quoted range of prices has been reduced to 22c to 25c.

Myrrh has developed more firmness in the face of strong reports from primary markets. The demand is, however, unimportant, and quotations are unchanged at 20c to 35c, as to quality and quantity.

Tragacanth of the various grades is in moderately active demand, and the market is firm at the previous range of, say, 65c to 70c for Aleppo firsts and 49c to 55c for seconds.

ROOTS.

Arrow, St. Vincent, is a shade easier, owing to arrivals, and now offers at 8c in a large way, though up to 10c is still named for prime quality in jobbing quantities.

Calumba is in extremely limited demand, and holders show more disposition to urge the distribution, naming 4¼c to 8c as the range, as to quality and quantity.

Golden seal is finding sale in a small way only, but quotations are well maintained at the range of 53c to 56c.

Ipecac is lower, with spot quotations for Rio now \$1.35 to \$1.50, and Carthagena \$1.15 to \$1.20.

Orris is dull and the market is easy at a reduction to 4c to 5c for Verona and 6c to 7c for Florentine.

Sarsaparilla, Mexican, is advancing as a result of scarcity, and some holders now name 8¼c, though 7½c will still buy.

Senega is weaker and the tendency is downward, with spot quotations reduced to 70c to 75c for Western and 65c to 70c for Southern.

Serpentaria is in light supply and holders are firm in their views, at 40c to 42c.

HINTS TO BUYERS.

The Marvel "Whirling Spray" Syringe is the latest improved vaginal syringe. It is having an unusually large sale, and the demand is steadily increasing. All jobbers sell it, and every retail druggist should have it in stock.

Alexander H. Revell & Co., of Chicago, make a fine line of modern showcases and drug store fixtures, especially sectional outfits complete or in part ready for shipment. If you intend to refit a store it would be well to get their prices, etc., which will be furnished on application.

The interesting literature issued by the Fischer Chemical Importing Company, of 14 Platt street, should be in the hands of every progressive pharmacist. This house have successfully marketed an excellent line of German pharmaceutical products, of which their printed matter is illustrative.

Druggists who are in the market for prescription corks or for any form of cork used in the drug business should address the old house of Justus Brauer & Son, of 248 North Front street, Philadelphia. This house have long been known for two things important in buying corks—goods fully up to sample and packages of full count.

White wood syringe boxes and all forms of wood boxes used in the drug trade are manufactured by the old and reliable concern, the Henry H. Shelp Mfg. Company, 529 Columbia avenue, Philadelphia. This house have every facility for making prompt shipments of orders and for quoting inside prices. Samples and quotations may be obtained upon application.

For ointments and other greasy or oily preparations the best possible containers are the Impervious wood boxes made by the Mount Washington Box Company, 311 Atlantic avenue, Boston, Mass. The goods are made in sizes ranging from ¼ to 16 ounces, and in black walnut and silver poplar. A full line is carried by all the leading jobbers. In ordering be sure and specify Mount Washington boxes.

We invite special attention to the new advertisement of the Savage Mfg. Company, corner Coffey and Richards streets, South Brooklyn, N. Y. This house have a well equipped plant for manufacturing tin boxes and tin advertising signs, and they promise two things of importance to buyers—namely, close quotations and prompt deliveries. The advertisement will be found in another part of this issue.

The Southern Railway offers superb service to these charming summer resorts. The National Dental Association will hold its annual meeting at Asheville, N. C., July 24 to 31. Tickets will be on sale, New York to Asheville and return, for the above occasion, July 21, 22, 25 and 26, at \$23.25. For descriptive literature on the Land of the Sky and Sapphire Country, address New York offices, 271 and 1185 Broadway. Alex S. Thweatt, Eastern passenger agent.

The firm of William R. Warner & Co., manufacturing pharmacists, Philadelphia, have issued a revised edition of their *Epitome of Prices Current*, a most useful price-list and catalogue of the specialties made and marketed by this firm. The *Epitome*, which can be obtained gratis on request, contains some handy reference tables and notes, besides a list of plant names and synonyms and useful data concerning the medical properties of the products enumerated.

The L. A. Becker Company, Chicago, claim that it costs 50 per cent. less to operate their Twentieth Century Sanitary Fountain than any other. This fountain is thoroughly constructed, has six-ply refrigerator base, moisture-proof insulation, single icing for cool weather and double icing for summer, also absolute sanitation and other advantages. Send to the company for more inside facts. If you want a new fountain consult them before buying. It will be to your advantage.

Whitney & Co., of Leominster, Mass., are manufacturers of a line of substantial and artistic folding paper boxes, among which their Climax Candy Box and Utility Folding Box have obtained a warm place in the estimation of the retail drug trade. As every druggist has use for goods of this kind, both for packing candles and for putting up borax, epsom salts and all powders and crystals, the advertisement of the company, which will be found in another part of this issue, should be of interest.

From Edwin H. Burr, general manager of the American branch of Roure-Bertrand Fils, distillers of essential oils, Grasse, France, we have received *Scientific and Industrial Bulletin No. 7*. Among the articles of special interest in this number are *Chemical Investigations on the Vegetation of Perfume*

Yielding Plants, by Charabot and Herbert; *Contribution to the Study of Essential Oils*. An illustrated article on *Oils of Messina* shows the steps in the production of oil of bergamot. The *Bulletin* closes with an informing *Review of Recent Publications on the Perfumes and Essential Oils*.

As this is the season of the year when druggists are apt to make changes in their store arrangements, or in fitting out new stores, we take pleasure in calling special attention to the advertisement of Seger & Gross, of 42 West Sixty-seventh street. This house make a specialty of a line of inexpensive but at the same time substantial and artistic store interiors, and in addition have obtained a just celebrity for installing special designs adapted to particular stores. Some of the handsomest drug store interiors in the country are the work of their hands. Correspondence is invited.

In 1869 Doctor Welch put up the first unfermented grape juice put up by any one for any purpose. From that start of a few bottles a large industry has grown. At first there was much opposition. Some said there could not be such a thing as "unfermented wine," as the product was generally called, at first. But after 33 years of steady growth the popularity of Welch's Grape Juice speaks for itself. Five years ago the Welch Company moved to Westfield, N. Y. Two years later they doubled the capacity of their plant, which was already much larger than the one used at Vineland, and now there is in process of construction an addition to the factory which will again double the capacity. The old plant, with 200,000 gallons output in a year, was much the largest of its kind, and the new plant, with 400,000 gallons capacity, testifies to the wonderful popularity of Welch's Grape Juice.

A brand of hydrogen peroxide that has been severely and frequently tested, and that has proven itself equal to every emergency, is that of the American Peroxide & Chemical Company, 88 Maiden Lane, New York. This company, although comparatively newcomers in the field of chemical industry, have, in their peroxide, put on the market an agent that meets the requirements, not merely of the physician and surgeon, but of the dispenser, the apothecary and his assistants as well. With the American peroxide on the dispensing desk the pharmacist can banish the fear of an explosion, nor need he fear that the next prescription that is filled from that bottle will be deficient in percentage of oxygen. Write to the American Peroxide & Chemical Company, 88 Maiden Lane, New York, for a list of their preparations, and make an order of your jobber for the American Hydrogen Peroxide.

Stearns & Co.'s Medical Advertising.

In a series of page ads designed for medical journals, describing the properties and methods of administering the antitoxin made by Frederick Stearns & Co., Detroit, Mich., the ethical line is rigidly adhered to, yet the presentation is thoroughly attractive from the advertising standpoint. An amount of human interest has been secured that would make the proposition attractive even in general mediums.—*Printers Ink*.

It Pays the Rent.

Little things count. A metropolitan druggist asserts that a penny vending machine stationed near his door pays his rent every month—no small item either, as he is located in a region where rents are high.



The Curtiss-Williams Company, of Chicago, have perfected a novel machine, which is shown herewith. It sells gum, chocolate and salted peanuts, all put up in attractive penny packages and of excellent quality. The peanuts, for example, are of the best Virginia hand-picked variety, costing nearly twice as much as the lower grades often sold, consequently purchasers of one package come back for more. The machines themselves are artistic and the goods vended show to the best advantage.

A customer who is unwilling to invest so small an amount as a penny in a store will often hunt through his pockets for an odd cent or two to drop into the vending machine. The machine works 24 hours a day and 365 days per year without salary. It has a good reputation and constantly growing sale. Write them for description.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, JULY 27, 1903.

CHICAGO.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

68-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office, \$1.50

Foreign Countries, 3.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 68-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Michigan	Battle Creek	August 18, 19. 20.
North Dakota.....	Fargo	August 4.
South Dakota.....	Canton	August 11-13.
Wisconsin	Waupaca Chain-o'-Lakes..	September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
American Pharmaceutical.....	Mackinac Island, Mich....	August 3.
National Wholesalers.....	Boston, Mass.....	September 7.
N. A. R. D.....	Washington, D. C.....	October 5.

THE MACKINAC MEETING.

IN our news columns will be found a final announcement of the arrangements for the meeting of the American Pharmaceutical Association, which begins at Mackinac Island, Mich., on August 3. The location is recommended as an ideal one for an outing, and there are many topics scheduled for discussion which are of great importance and the discussion of which will undoubtedly arouse great interest not only among those who attend the meeting but also among that larger audience reached through the medium of the pharmaceutical journals.

It is the duty of every pharmacist to join the Association, and of all who can possibly spare the time and means to attend the meetings. We cordially invite all of our readers who are interested in the welfare of pharmacy to send applications for membership in the Association to the editor of the AMERICAN DRUGGIST.

CHEMICAL FOOD PRESERVATIVES.

IT was on June 3, 1902, that the act of Congress was finally approved empowering the Bureau of Chemistry of the Department of Agriculture to undertake a novel and an ingenious method of determining the character of certain food preservatives and coloring matters. Under Dr. Harvey W. Wiley as chief a kitchen and dining room were fitted up early in last December and an expert cook, his ability certified by several epicures of the capital, was secured from the Civil Service Commission.

With much greater difficulty a dozen young men were persuaded to become the subjects of the new experiment. These were examined physically and fed for a time on pure food to determine the individual requirements. These are adhered to and charts were prepared to keep a daily record of temperature before and after dinner, the weight number of heart beats and respirations, estimation of red corpuscles and hæmoglobin, etc. All excreta, except the perspiration, are carefully weighed and a quantitative examination made for nitrogen, etc., the amounts being compared with those of the food and drink taken. Notwithstanding popular opinion to the contrary, the only "drugs" administered have been borax and boracic acid.

Divided into two squads of six each, the young men have been fed alternately for periods of four weeks on pure food and on food to which increasing amounts of the chemicals have been added, the effect on metabolism being carefully noted. An especially heroic squad of two has ingested varying quantities of borax daily. The meals, apart from the solemn investigations conducted by 20 chemists and other assistants, have been served both as to quality and style in about the manner of a well-to-do American household. Salt and other condi-

ments are served sparingly, and the bread is made according to a constant formula. Further experiments with benzoic acid, formaldehyde, salicylic acid, sodium benzoate and sulphurous acid are to be begun in due time.

Newspapers generally have treated the experiment in an unbecoming spirit of levity. The immense physiologic and economic value of the investigation is apparent on merely superficial consideration, and the popular prepossession of ignorance against "chemicals in food" bids fair to be dispelled. The stories of poisoning and general ill health that have been sent out are quite baseless. Several young men have withdrawn, as doubtless they would have from any hotel or boarding house where the hours were so strict and where absence from a single meal was not allowed. The mental effect on an impressionable nature, feeding daily on a substance of unknown action, must also be taken into consideration. Had it been possible in some way to administer borax unknown to the boarders it is likely no comment or even suspicion would have been excited.

As a matter of fact, apart from the monotony of the regimen, no one has suffered, and a healthier looking lot of men than these experimenters are not to be found anywhere.

The difficulty, already referred to, of obtaining young scientific martyrs upon whom to experiment is likely to be removed, temporarily at least. The next "drug" to be administered in varying quantities is—tobacco (*Nicotiana tabacum*). This will not be mixed with the food, but given after meals. The tobaccos of Cuba, Virginia, the Philippine Islands, and perhaps of Connecticut and Canada, will all be tried, and in every possible form. Cigars, cigarettes, pipes, cheeroots, chibouks, narghilehs, calumets, will be smoked; snuff will be snuffed and dipped; fine cut and plug will be chewed. Not improbably every young candidate will be obliged to run the entire gamut of tobacco consumption as established by historical precedent and racial custom. Were it possible to allow each subject the choice of method in using the new poison, the amiable chief would probably find himself swamped by a vast and enthusiastic crowd of applicants.

The physiological effects of tobacco have never been studied with any attempt at scientific precision. It has been considered roughly that the herb was not injurious to those working constantly in the open air, but was powerfully narcotic to men of sedentary employment. The vexed question of cigarettes will be thoroughly threshed out, and a decision rendered whether their alleged especially injurious properties are due to their construction or merely to the fact that the cigarette smoker usually smokes continuously and does not allow the system a chance to recuperate, as cigar and pipe smokers do. As in the case of other "drugs," the matter will be divested of sentimental considerations, and a verdict returned in accord with the scientific evidence.

It is such excellent, well planned and ably executed scientific work as this in various lines which has made the Department of Agriculture of such inestimable value to the people of the United States.

THE DRUGGISTS' MUTUAL FIRE INSURANCE COMPANY.

WE congratulate the Retail Druggists' Mutual Fire Insurance Company upon the excellent showing made in the annual report submitted at the recent meeting of the Ohio Pharmaceutical Association. The very modest amount expended for salaries and expenses of officers,

less than \$2,000 for the year, is a remarkable evidence of the value of co-operation. On June 1 the company had \$1,022,000 worth of risks in force, which was a net gain of more than \$128,000 during eleven months. The average amount of loss per claim during the past three years has been only \$178.22, and the average rate of premium on all insurance now in force is 1.093 per cent. This company has been conducted along the most conservative lines, and while the rate charged is lower than the tariff charged in most places, it is still sufficiently high to insure a fair margin from which to build up a reserve fund. We heartily commend this company to the consideration of druggists who believe in mutual insurance, as we think that their records show that they deserve the support of the retail drug trade, and it is much better to build up one strong co-operative company, so long as it is rightly managed, than to scatter the forces of the retail trade in many small and therefore weak concerns.

PAY UP!

THE treasurer of the National Association of Retail Druggists has reported a considerable delinquency in the payment of dues by the various local organizations. Dues for 1903 should certainly have been collected before this time, but as a matter of fact we are told that by far the larger portion of the dues for the year have not yet been paid, notwithstanding the fact that the year is now more than half gone. To do good work along the line laid down by the N. A. R. D. the expenditure of considerable money is needed, and unless that money be forthcoming the work of organization must be curtailed to the great detriment of the general cause. The remedy for this lies in the prompt payment of all dues. "He who gives promptly gives doubly," is an adage widely accepted. In the case of the dues of the N. A. R. D. this adage may be paraphrased: They who pay promptly, pay doubly. The cause of the N. A. R. D. is steadily growing, but as the organization spreads additional initial expenses are involved, which must be met from the current funds, and there is no reason, save carelessness, for this unbusiness-like delay in the discharge of obligations on the part of various local organizations. Pay up!

WE regret to have to record in our news columns the fact that another druggist has been found guilty of fraudulently substituting something else when a well-known and highly esteemed proprietary preparation was called for.

We believe that the practice of substitution is resorted to much less frequently now than formerly. The folly of the practice from a commercial standpoint has become apparent even to those who fail to realize its moral obliquity, while the court records in innumerable cases in which the rights of the proprietor have been sustained furnish an unanswerable argument to such as are not moved by either the moral or commercial objections to discontinue the practice of substitution.

The fact that more cases have come before the courts of late than formerly is due not to any increased activity of substituters, but to an increased activity on the part of proprietors in maintaining their rights by due process of law.

That substitution still exists is shown by the court records, and we cannot too strongly condemn the lack both of morality and of business acumen shown by any one who still continues this practice.


A PERCOLATOR FOR SODA FOUNTAIN SYRUP.

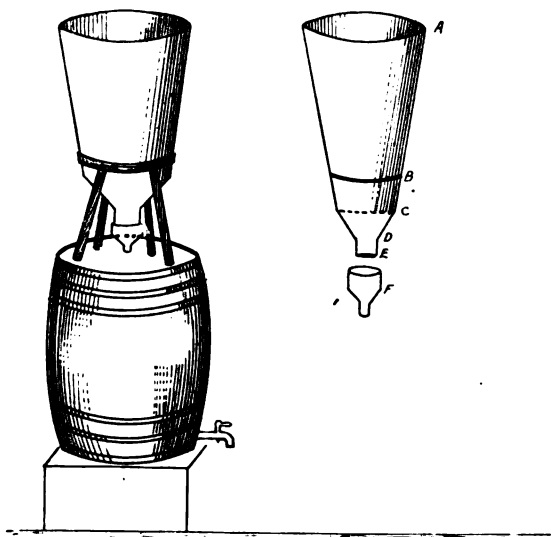
BY COLATUS.

SYRUP as commonly prepared for soda fountain use is not sufficiently heavy to keep well for any length of time during hot weather, so the percolator shown in the accompanying cut has been designed to avoid the use of heat and to produce a stock syrup heavy enough to keep well and one which can be readily reduced to the consistency of fountain syrup as needed.

The percolator should be made of galvanized iron or tin lined copper. A convenient size measures 22 inches from A to C in the diagram, 6 inches from C to D, and 2 inches from D to E. The diameter at A is 15 inches, at C 9 inches and at D 3 inches. The funnel, F, is about $\frac{1}{4}$ inch wider in diameter than the percolator at E, so as to make the percolator fit into it.

A piece of perforated tin to form a sieve is soldered on the bottom at E, while at C is a removable diaphragm of perforated tin, braced by two heavy wires soldered across thus:

ing the  This diaphragm prevents the sugar from filling the narrow portion of the percolator, where it might retard the passage of the heavy syrup.



A Percolator for Soda Fountain Syrup.

A crease in the percolator at B just above the stand or stool-like support prevents the percolator from sinking too far into the funnel. This stand should be made of heavy band iron.

To operate tie a piece of flannel over the bottom at E, put the diaphragm in place at C, then fill to within 2 or 3 inches of the top with granulated sugar, and put in place on the barrel and pour on 3 or 4 gallons of water. There should be an extra hole in the top of the branch for a measuring rod, and this hole should be kept corked, the space between the percolator and funnel being filled with absorbent cotton to prevent dirt getting into the branch.

The percolator needs but little attention, only the occasional addition of water and sugar. The sugar should not be allowed to get lower than two-thirds of the distance from A to C, as there is danger of the water above finding a channel and running through into the branch.

The syrup as it passes from the percolator has a specific gravity of about 1.325, a little heavier than U. S. P. syrup, which is about 1.310 sp. gr.

Fountain syrup as generally used holds 8 pounds in each gallon and the specific gravity of this syrup is about

1.228. The syrup from the percolator can be reduced to this gravity by adding water in the proportion of $1\frac{1}{4}$ gallons to 3 gallons of syrup.

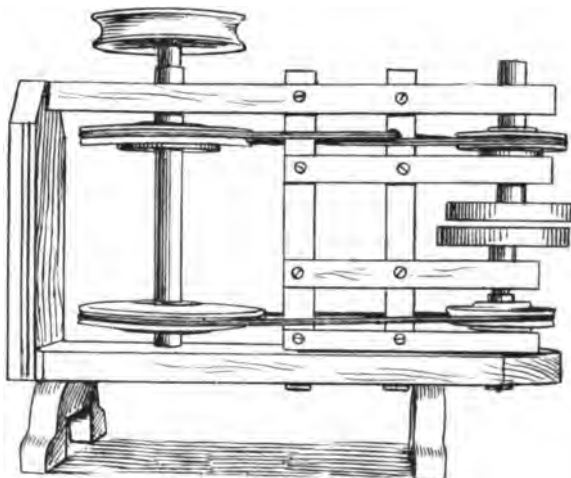
This percolator will make a little more than a gallon of syrup a day, and two of them will give about three gallons of fountain syrup a day, which represents the daily consumption of the average fountain.

Its advantages are that by its use a syrup is produced which is beautifully clear and light, and will keep sweet indefinitely owing to its very heavy body.

A MECHANICAL PILL ROLLER FOR THE PRESCRIPTION COUNTER.

BY BURT E. NELSON.

IF a pill mass be rolled out into a pipe of the correct length, and of a size that will just lie loosely in one of the grooves of a pill board, the machine should cut it into perfectly rounded and evenly divided pills. These nicely adjusted conditions are, however, seldom realized at the prescription counter, and as a consequence pills usually require to have more or less hand finishing after being cut; an operation of slight importance when dealing



Nelson's Mechanical Pill Roller.

with a small number of pills but tedious when 50 or 100 are to be made.

The mill shown in the accompanying sketch was designed and built for the purpose of rolling the partially rounded pills as they come from the cutter. It consists essentially of two eccentrically placed parallel disks, which are made to revolve at a uniform rate of speed in opposite directions. The opposing face of the upper disk has cemented to it a thin, soft rubber dam, and the distance between the disks may be accurately adjusted by means of a screw which bears against the lower end of the inferior shaft, the bearings being made loose for that purpose.

The lower disk is made very slightly thinner at its outer edge. The upper shaft is hollow, and through it the unfinished pills are fed. The bearings and pulleys are of hard wood, the 5-inch disks of vulcanite composition and the shaftings of $\frac{3}{4}$ -inch steel; the opposite rotations of the disks being obtained by crossing one of the bands. The amount of eccentricity of the two disks is adjustable.

The whole is driven by a band from a small pulley attached to an electric fan.

The pills may be fed rapidly, but better singly into

¹ Read at the 1903 meeting of the New York State Pharmaceutical Association.

the upper shaft, and all emerge at the same point between the disks, owing to the equal rates of opposite rotation, thus allowing of their being caught in a pan containing some powder placed there for the purpose.

The apparatus, in its entirety, occupies about 2 square feet of space.

[Written for the American Druggist.]

AN AMERICAN IN PARIS.

BY REGINALD WILLIAMS.

III.

PHARMACY AND THE CODE NAPOLEON.

IN my last letter I dealt with the student—his amusement, the time he devoted to work, the cost of his tuition, the clothes he wears. I promised to write again of him, as regards his intimate expenses, and so I shall—*mañana*. This letter has to do with the Code Napoleon, and more particularly with that part of it which concerns itself with the profession of pharmacy. This code, backed by the third sex, for there are three sexes in France—males, females and uniforms—is to the Gaul a "cloud by day, a pillar of fire by night." Everything is beregulated and restricted, hemmed and hedged, by ordinance and by law, and upon one occasion (to which history bears witness), when the Grand Architect of the universe Himself was so indiscreet as to gather a crowd in a public place by the performance of miracles, the King of France intervened. Such a thing was contrary to the code and similar proceedings in the future were forbidden. A poet of the time gave the spirit of the edict in a couplet, as follows:

De par le Roi, defense a Dieu,
De faire miracles dans ce lieu.

Now, of course, where no one is excepted, the pharmacist is included. Since the time when drugs were first used in France legislation pro and con has been enacted for his observance, and, I dare say that the conciergerie and the grim dungeons of the land have held their share of pharmacists whose ways, works or wiles were not in accordance with the laws. It remained for Napoleon, however, to crystallize things when, "in the name of the French people," he proclaimed as a "law of the Republic" the "law containing the organization of schools of pharmacy." This law, in fact, deals not only with the schools, but with all questions pertaining to pharmacy, and with a few minor modifications is in force to-day.

THE SCHOOLS OF PHARMACY.

In the first article it is decreed that schools of pharmacy be established at Paris, Montpellier and Strasbourg, and "in the towns where the three other schools of medicine will be placed." As a matter of fact these three "other schools" were never established. The Strasbourg school was transferred to Nancy after the German annexation of Alsace Lorraine, and Nancy, Paris and Montpellier alone boast "superior" schools of pharmacy. These schools are the centers of supply for the whole of France, and are not only didactic but supervisory, their influence for the betterment of things pharmaceutical being felt in all directions.

The third article concerns itself with the number of chairs allotted to the schools, three at least being essential: (1) Botany and Materia Medica, (2) Pharmacy, (3) Chemistry. The school of Montpellier, having started with these three chairs, has now five. Paris, having commenced with four (Botany and Materia Medica being each taught by a special professor), has now 12. The remaining two articles of the first chapter deal with the budget of the schools (to be fixed by a subsequent decree), and authorize Prefects to receive bequests and donations on their behalf.

REGULATIONS GOVERNING THE STUDENT.

The pharmacy student is dealt with in the following chapter. In a town where a school exists the master pharmacist must call there to give in the names of his élèves. In other towns the declaration must be made at the mairie, or the police station. Candidates for the diploma must have served eight years, but if they attend a school of pharmacy for three years this apprenticeship is reduced to three years also. As I have explained in a previous letter, six years—three years of apprenticeship and three school years—is the modern requirement. Time passed as second-class pharmacist in a military or civil hospital, or hospice, is to count as part of the eight years,

the annual class fees to be fixed by the Government. What the fees are I have also mentioned previously.

The third chapter of this law concerns itself with the rules for qualification. This chapter provides that the professors of the school are to be assisted in their conduct of the entrance examinations by two regular professors from the neighboring school of medicine, a provision which, however, has been done away with in late years. The examination consists of two theoretical tests bearing on (1) botany and materia medica, (2) pharmacy and chemistry. There is also a practical test, comprising at least nine chemical or pharmaceutical operations.

THE FRENCH PHARMACEUTICAL OATH.

Article 16 gave rise to a curious discussion lately before one of the Paris tribunals of justice. This clause provides that the candidate, being over 25 years of age and having been approved by two-thirds of the jury, shall receive a diploma, "which he shall present to the Prefect, . . . before whom he shall take the oath to exercise his art with all probity and fidelity. The Prefect shall note on the diploma that the oath has been taken." Now, as a matter of fact, the modern French pharmacist's motto is, "Swear not at all," and the oath, which formed so important a part of the ceremony of reception in the Middle Ages and the time of the ancient *régime*, has fallen into disuse. There are probably few pharmacists in France, and none in Paris, who have ever gone through the specified formality. So when the Paris syndicate of pharmacists recently conducted a prosecution for the illegal exercise of pharmacy the defendant's counsel pleaded that the whole syndicate was comprised of unauthorized men, for not one of them had taken the oath prescribed plainly enough by law.

The remaining articles of the third chapter fix the examination fees at 900 francs for the schools (these sums to go into the school coffers) and 200 francs elsewhere. It is also clearly laid down that every ancient local test of qualification is abolished in favor of the new uniform system.

Something of interest is that just as Napoleon authorized a second class of medical men, who were denominated "health officers," so he formed the "second-class pharmacist." The "first-class pharmacist" was the pharmacist who obtained the degree regularly—through the schools. The "second-class" man's degree was obtained through the other juries. The "second-class" pharmacists, however, were only permitted to exercise their profession in the district in which their degrees were obtained, and some years ago a wise legislative body legislated the "second-class pharmacist" out of existence.

PHARMACY INSPECTION AND THE SALE OF NOSTRUMS.

As for pharmacy inspection, that is provided for by arranging that in the "school towns" two professors and two doctors of medicine shall do the inspecting, and in the other towns four pharmacists and the health officers perform this important function. Representatives of the police accompany these juries on their tours of inspection. Condemned articles are confiscated and prosecution is proceeded with instant, and although the utility of inspection in this manner is questioned by some, there is evidence in abundance of its practical efficacy.

Secret remedies are discussed in the thirty-second article of this "Law of Germinal," which reads as follows:

"Pharmacists may not deliver or retail any medicinal preparations and compound drugs whatever, except on the prescription of a doctor of medicine, surgeon or health officer duly signed. They must conform, for the preparations and compositions which they make and keep in their offices, to the formulæ inserted and described in the dispensatories or formularies which have been or will be drawn up by the schools of medicine. They must not carry on in the premises in which their offices are situated any other trade than that of medicinal drugs, etc., preparations."

The ambiguity of the above quotation gives rise to continuous discussion, and probably accounts in part for the amusing indignation with which the French pharmacists regard the operations of their American and British rivals, who, as one Frenchman whom I quoted in a previous letter asserts, sell mainly Eno's fruit salts, chewing gum, toilet articles and perfumes.

THE SALE OF POISONS AND DISTRIBUTION OF SAMPLES.

Poisons can only be sold to householders, and the purchaser must give his name, address, rank and official position; he must declare the kind, quality and quantity of the poison bought, the purpose for which he wishes to use it and the date upon which he buys it. The infringement of any of these provisions is visited with a fine of 3,000 francs.

The thirty-sixth article forbids "any sale or distribution of drugs or medicinal preparations in theatres, stages, public places, fairs and markets, and any advertisement or poster offering secret remedies under any denomination whatsoever."

Herbalists, however, are allowed by the thirty-seventh article to sell medicinal plants after passing a simple examination before a competent board.

The thirty-eighth article provides for the drawing up of the Pharmacopœia by the professors of the schools of pharmacy and medicine, though the Pharmacopœia now is mainly the work of the pharmacist.

FRENCH PHARMACY LAW LITTLE CHANGED SINCE NAPOLEON'S TIME.

I believe I have noted all that is important in the French pharmacy law. To all intents and purposes it is the same now as it was originally. But there has always been a discussion as to its provisions, and amendments without number have been presented to the Government only to be rejected; but if a tree be known by its fruits, the impartial observer cannot but hope that the pharmacy law will remain long unchanged in France, for in this land by its workings it has raised the profession of pharmacy to a dignity that may well be the envy of other nations.

THE ANTI-SUBSTITUTION CAMPAIGN IN ENGLAND.

The druggists across the channel have had their affairs dragged into public view recently. The Daily Mail, a London newspaper of a yellowish hue, published an article with the attractive heading, *The Pirate in the Chemist's Shop*, the pirate being no less a person than the chemist himself. It was asserted to be the general custom of chemists to substitute cheaper drugs for the more expensive ones when a prescription called for the latter, and the writer of the letter asserted that in a "certain provincial town," whose name he did not give, a party of medical men agreed upon a certain prescription containing several of the more expensive drugs, and copies of it were sent to 20 of the chemist shops of the town in question for preparation. The result, according to the imaginative writer, was that only two out of the 20 chemists made up the prescription honestly. This would have been all very well; it would have been good "stuff" for the columns of the Daily Mail, but, unfortunately for the Daily Mail and its turgid writer, Labouchere in the London Truth devotes a column of space to consideration of the aforesaid article, and refers to the fact that, although the Mail was ready enough to print the article in question, it not only refused to print other articles which were submitted in refutation, but it also refused to produce any proof of the accuracy of the original statements. One of Mr. Labouchere's correspondents—a Mr. Gadd—pointed out that a specific statement, such as was made in the columns of the Daily Mail, could easily be authenticated if correct. He asserted that although for many years he had studied prosecutions affecting the drug trade, he had never heard of such a case. The nearest approach to it is an experiment that was tried some 24 years ago, and the results in that case were totally different from those given in the Daily Mail.

In my next letter I shall write about the students once more. And if I don't, why I will do it some other time, because *mañana* is a long time, and the very best time to work in. *Mañana* is the word that the sunny Spaniard uses when he wishes to say "to-morrow."

Iodine Soaps.

Herbert Skinner publishes the formulæ for various preparations in use at the Great Northern Central Hospital. Particular attention has been bestowed on iodine and oleic acid preparations. The advantage of such a preparation over alcoholic solutions of iodine lies in its non-staining properties; even the stain resulting from a 20 per cent. solution will yield when necessary to soap and water. The author gives the following formulæ:

R Iod. resublimat.....	½ oz.
Acid oleic.....	¼ fl. oz.
Alcohol.....	3 fl. drachms.
Liq. ammon. fort.....	1 fl. drachm.

This makes a soapy paste soluble in all liquids, except fixed oils.

R Iod. resublimat.....	1 oz.
Ac. oleic.....	2 fl. oz.
Liq. ammon. fort.....	3 fl. drachms.
Ol. paraffin. alb.....	ad. 20 fl. oz.

This form is stated to have almost ousted alcoholic solutions of iodine at the hospital. A still better result for external use may be obtained by dissolving 1 ounce of iodine in 5 ounces of alcohol, with 1 ounce of solution of ammonium oleate (made from oleic acid and "alcoholic ammonia"), the product being made up to 20 ounces by the addition of glycerin. Solution of the potassium oleate, used by Skinner instead of soft soap as a vehicle for tar, formalin and similar medicaments, is not suitable for iodine preparations, as combination takes place too rapidly, and the compound becomes colorless.—British Journal of Dermatology, 15, 4, 125, and Pharmaceutical Journal.

Photographic Chemicals.

By C. F. TOWNSEND, F.C.S.

(Concluded from Vol. XLII, 11, p. 319.)

Silver Chloride is a white salt, insoluble in water and alcohol, but soluble in alkali thiosulphates, etc., similarly to the bromide. It is changed first to purple and then to black by light. It is used for making gelatino-chloride and collodio-chloride papers and lantern slide emulsions, and is present in sensitized albuminized paper.

Silver Citrate is formed by double decomposition with a soluble citrate, and is employed as one of the constituents of gelatino-chloride emulsions.

Silver Iodide is obtained by double decomposition with a soluble iodide, and is used in wet plates and in dry-plate emulsions. Silver iodide gives a harder and less detailed negative than the bromide, which is inclined to give flat results if used lone. Mixtures of bromide and iodide are usually employed. Silver iodide is yellow and insoluble in water and alcohol, and almost so in ammonia, but dissolves in other solvents similarly to the bromide.

Silver Nitrate.—It is important that silver nitrate used for photographic purposes should be free from any excess of nitric acid. It forms a double soluble salt with ammonia, and is slightly soluble in alcohol. In water it is very soluble, but it is necessary to use distilled water, as any haloid present will form a precipitate at once (see Silver and the other silver salts above).

Sodium Bicarbonate is used as an alkali in some gold toning baths.

Sodium Carbonate.—Ordinary washing soda is somewhat uncertain in strength and contains a certain proportion of sulphate. For this reason the pure dry carbonate is much preferable to washing soda for use as an alkali in dry plate developers for which sodium carbonate is now almost entirely used. There is a monohydrated form, but it is not often met with commercially. By igniting the bicarbonate, pure normal carbonate is secured.

Sodium Chloride is used for salting albuminized paper and in many other ways for forming silver chloride by interaction with the nitrate.

Sodium Hyposulphite.—True sodium hyposulphite is Na_2SO_3 , but the thiosulphate (which see) is usually designated hyposulphite by photographers.

Sodium Hydrate is sometimes used in dry-plate developers instead of the carbonate. The advantage does not appear very obvious.

Sodium Sulphite.—Confusion sometimes arises in developing formulæ between the dry sulphite and the crystals, which contain seven molecules of water ($\text{Na}_2\text{SO}_3 \cdot 7\text{H}_2\text{O}$). It is prepared by passing sulphurous anhydride (SO_2) into solution of sodium carbonate. Sodium sulphite is employed as a preservative for pyrogallol acid and other organic developers, and to prevent staining of the gelatin. Its use as a fixing agent, instead of "hypo," has been suggested, but its powers in this direction are very small.

Sodium Sulph-antimonate has the formula $\text{Na}_3\text{SbS}_4 \cdot 9\text{H}_2\text{O}$, and is very soluble in water. It is employed sometimes for toning bromide prints, to which it gives a reddish tint.

Sodium Thiosulphate is obtained commercially from the tank waste of the alkali works, and has the formula $\text{Na}_2\text{S}_2\text{O}_3 \cdot 5\text{H}_2\text{O}$. It can be formed by heating sodium sulphite with excess of sulphur. Sodium thiosulphate possesses the property of dissolving silver haloid salts, and is employed almost entirely for "fixing" negatives and prints by removing the silver salt which remains unreduced. It forms first of all a very sparingly soluble double salt, AgNaS_2O_3 , and then a much more soluble salt, $\text{Ag}_2\text{Na}_2(\text{S}_2\text{O}_3)_3$. Consequently it is important to have a large excess of "hypo" in the fixing bath. On decomposition with an acid the thiosulphate is resolved into free sulphur and sulphurous acid, both of which have an injurious effect on the print or negative; so that an acid, or an acid salt like alum, should never be introduced into the fixing bath.

Sodium Tungstate is used in gold toning baths. It is a compound of soda and tungstic acid, and is soluble in water, but insoluble in alcohol.

Thiocarbamide or thiourea, $\text{CH}_3\text{N}_2\text{S}$, has a tendency to produce reversal if introduced into the developer. It is valuable for removing green fog and pyro stains from negatives.

Thiosinamine is allyl-thio-urea, $\text{CS.NH}_2.\text{NH.C}_2\text{H}_5$. It has a very similar action to thiocarbamide.

Uranium Nitrate is employed for toning bromide prints, intensifying weak negatives, and in the uranium printing process where the uranium salt is reduced directly by the action of light. It gives a rich red image. The reduced uranium compound is very opaque to actinic rays, so that in intensifying negatives care must be taken not to carry the process too far.

Zinc Chloride has a very strong solvent action on paper, cotton wool, or other forms of cellulose.

Zinc Bromide and Zinc Iodide are used occasionally in the "iodizer" in wet-plate work.

Primuline is an organic dye of the diazo type, and possesses the property of dyeing cotton without the assistance of a mordant. The material is dipped in a solution of primuline and dried; then sensitized with a mixture of sodium nitrite and oxalic acid, and dried again; exposed in the printing frame, and then developed in various reagents, which give different colored results.

Pyroxyline, or gun cotton, is the dinitro cellulose produced by the nitrating action of a mixture of nitric and sulphuric acids on cotton wool. It dissolves in a mixture of alcohol and ether, and is then known as collodion. This is employed as a vehicle for the sensitive silver salt in the wet-plate process, in collodion emulsions, and in collodio-chloride papers.

Diphenol is one of the new developers, its composition being diamido-oxy-diphenol hydrochlorate. It is almost insoluble in cold water, but soluble in hot water and in alcohol. As it will not dissolve in the usual mixture of sodium sulphite and carbonate, it is necessary to use sodium hydrate instead of carbonate.

Paraphenyldiamine is the hydrochlorate of the para, or 1:4 phenyl-diamine, $C_6H_4(NH_2.HCl)_2$. This developer is very soluble in water and slightly so in alcohol. Sodium hydrate is employed in the developer instead of the carbonate.

Ortol is the sulphate of methyl-ortho-amido-phenol mixed with hydroquinone. It is employed as a developer in conjunction with sodium sulphite and carbonate.

Imogen Sulphite is probably a mixture of other already known developers.

Triamido-phenol is the hydrochlorate of the 2:4:6 tri-amido-phenol, $C_6H_3(NH_2.HCl)_3.OH$. It is very soluble in water, but almost insoluble in alcohol. When employed as a developer it is used in conjunction with neutral sodium sulphite.

Tests for the Identification of Heroin.

F. Zernik (*Ber. d. deutsch. pharm. Ges.*) describes some of the characteristic reactions of heroin. As is well known, heroin occurs both as a free base and as a hydrochloride, the latter having been introduced owing to the difficult solubility of pure heroin and furnishing an easily soluble salt.

Tests made with several specimens of the drug obtained in the original packages showed a melting point of 170 degrees for the free base and 232 to 233 degrees for the hydrochloride after being dried for 48 hours in a vacuum over sulphuric acid. At about 215 degrees the hydrochloride begins to melt with the development of a dark color.

By means of the Stas-Otto method of extraction heroin, as well as codeine, can be separated from alkaline solution with ether, while morphine can only be separated from ammoniacal solution by means of amyl alcohol or acetic ether. On evaporating the ether heroin remains behind in fine prismatic crystals.

As Wessenberg has already shown, heroin shares with morphine a number of reactions—namely: those in which a saponification of the diacetic ester takes place. Hence heroin as well as morphine gives the following tests:

1. Husemann's reaction: When heated with concentrated sulphuric acid for a quarter of an hour on a water bath heroin, after cooling, assumes a reddish violet, and then a blood to yellow red color on addition of one to two drops of concentrated nitric acid.

2. Pellagri reaction: On evaporating a solution of heroin in 3 to 5 Cc. of strong hydrochloric acid with addition of three drops of concentrated sulphuric acid on a water bath there remains behind a reddish oil; on addition of a few drops of dilute hydrochloric acid, followed by sodium bicarbonate until the production of a weak alkaline reaction, the fluid gives a green color on addition of two drops of a dilute alcoholic solution of iodine. On shaking with ether the latter forms a purple red color layer.

3. A mixture of one part of heroin with four parts of sugar assumes a red color on addition of sulphuric acid.

Just like morphine, heroin gives an almost colorless solution with cold concentrated sulphuric acid. Chlorine water gives a yellowish green solution both with heroin and morphine, which on addition of ammonia becomes reddish brown.

When treated with Froehde's reagent heroin shows slight deviations in its behavior from that of morphine. With morphine a violet color is developed, which gradually changes into green and then into red, while with heroin the first color is of a reddish shade.

The formaldehyde-sulphuric acid test alone does not permit of a sharp differentiation between heroin and morphine, the color reaction of both changes from reddish violet to blue,

although the initial shade with heroin is somewhat more purplish red.

The reducing properties belonging to morphine are only partially present in heroin. Like morphine, heroin reduces ammoniacal silver solution on heating, and bismuth subnitrate when strewn upon the solution of heroin in concentrated sulphuric acid is also promptly reduced.

On the other hand, heroin has no action upon ferric chloride solution, this being easily explained on the ground that the phenol hydroxyl is acetylated.

A mixture of the solutions of potassium ferricyanide with iron chloride is also not reduced by heroin. After long standing, however, a separation of Turnbull's blue occurs; if immediately a bluish color is observed then the tested preparation is decomposed.

Heroin likewise does not reduce iodic acid.

While the reactions mentioned above apply in part equally to morphine, heroin and codeine, heroin exhibits a specific behavior toward nitric acid.

In 25 per cent. nitric acid heroin dissolves slowly in the presence of cold, but more rapidly on heating, giving a light yellow solution. The hydrochloride gives this coloration somewhat more rapidly than the free base.

If a trace of heroin is placed upon a watch glass, with the addition of a few drops of a 65 per cent. nitric acid of the specific gravity of 1.4, it dissolves very quickly with a yellow color. After a time, or at once on slight heating, a greenish blue color appears, spreading from the middle of the drop toward the margin, which becomes paler after a time and changes once more to perfectly yellow.

The latter reaction appears to be the most characteristic one for heroin, since it is produced neither by morphine, codeine nor any other alkaloid.

Furthermore, heroin can be easily detected if, as Goldmann has suggested, a trace is heated with dilute sulphuric acid and then alcohol added; in the presence of heroin and on heating the mixture an odor of acetic ester is developed.

All the above mentioned reactions are given by the free base in the same manner as by the hydrochloride.

Hence in the substances to be examined for heroin the drug can be easily demonstrated after extracting an alkaline solution with ether by the characteristic reaction produced with 65 per cent nitric acid as well as by the Goldmann acetic ester test.

Prof. Rusby on Vegetarianism.

Prof. H. H. Rusby, of the College of Pharmacy of the City of New York and member of the Board of Scientific Directors of the New York Botanical Garden, lectured in the garden on June 13 on vegetable foods.

He had little to say about vegetables in particular, but told much that was interesting concerning the properties which made them valuable as foods or the reverse. His preliminary remarks were not calculated to please vegetarians, although he did leave a possible ground for hope in the coming centuries.

"I am free to admit," he said, "that the time may come, a century or two hence, when the human race may not have to slaughter animals for food, and also that they may regard such food much as we regard the use of the human animal for food, but that time has not yet come. At present the human system is not organized for living exclusively upon either animal or vegetable foods, and of the two it is less adapted to an exclusive vegetable diet. If the time ever comes when he can, our system must change." He admitted that nature is equal to making such changes.

He described the properties which make certain plants, seeds and tubers such excellent food for man, but said that there is nothing in the economy of plant life which makes plants store up the sugars, starch, etc., the basis of their nutrient value, with any regard to the needs of man or beast.

"It is done entirely for the benefit of the plant or its progeny," Dr. Rusby said. He went on to tell of plants protecting such supplies by the addition of poison which makes them deadly to animal life. He noted the instance of a certain bean (calabar bean), as rich in nutriment as any of the many used for food, but which is so protected. He called attention to casava, which also has a deadly poison in its composition, but which poison is extracted before the product, tapioca, is used for food. The potato contains traces of poison, and under certain conditions the vegetable reverts to a seriously or fatally poisonous condition.

He said he believed that many of the useless and even poisonous plants could be converted into food sources by cultivation and scientific research.

This was the concluding lecture of the course and was well attended.

PHARMACY THROUGH THE AGES.

Progress of the Art from A. D. 1 Through the Middle Ages to the Period of the Renaissance—Influence of Galen, the Father of Pharmacy—Geber, a Famous Arabian Pharmacist—The School of Salerno.

IN a scholarly lecture delivered before his class in the University College of Medicine, Richmond, Va., early this year, Prof. Roshier W. Miller described the beginnings of pharmacy and medicine, superstitions connected with them and the manner in which these superstitions were modified by the flight of time. He said in part:

EARLY PHARMACISTS.

From the year 1 until 131 A. D., at which time Galen, the father of pharmacy, was born, not more than three men of any note can be identified who gave the field of pharmaceutical knowledge anything which left its impress. The first of these was Celsus, a Roman, who lived from about 25 B. C. to 40 or 50 A. D. Celsus was not a physician, but wrote largely and intelligently on medicine and pharmacy. As an evidence of his large, liberal, intellectual nature, we quote his words in reference to the admission of mistakes:

"Little men confess nothing disgraceful to themselves, for they have nothing to lose; but to a great mind it is benefiting to acknowledge even mistakes, especially when the results of medical practice are handed down for the benefit of posterity."

Out of the eight books written by him on medicine and allied subjects, the fifth and sixth were devoted solely to pharmacy. Nothing but the reasonable and practical were culled from the works of other authors. His works on pharmacy were often more practical than those of Galen; but he was largely superseded by Galen, because of larger and more comprehensive investigation by the latter.

The second of these, Pliny, was born A. D. 23 and died A. D. 79. By some he was called

"PLINY, THE NATURALIST."

By others, "the scorner of doctors." From a medical standpoint, much has been written against him; very little for him. But after examination of his various works we must come to the conclusion that he was a very remarkable man. He was a devoted scholar. His knowledge was encyclopædic in character. His desire for knowledge was the direct cause of his death. During the eruption of Vesuvius in 79 A. D. he visited the scene that he might be enabled to record an account of the phenomena. His vessel was anchored not far from the mountain, and the suffocating gases which gathered during the night were the cause of his death.

"The evil that men do lives after them." And so it was with Pliny. His sarcasm and his scorn of doctors, some obscure methods of expression and his ignorance of some physiological function, have led to ridicule, while little has been said of his good works. His written works form the sum and substance of all knowledge of natural sciences during the Middle Ages. Some 37 books were written by him, and through them there is evidence of scholarly attainments. The only existing account of the famous eruption was written by him. Had he left nothing more that alone would make him worthy of respectful recognition. But he discovered a vast amount of knowledge concerning the medical properties of plants that has been and is now of great value to the pharmaceutical art.

DIOSCORIDES, THE EDITOR.

The most notable character of the three, however, was Dioscorides, who lived from 40 to 90 A. D. He edited a pharmacopœia, giving the botanical characters, mode of action and method of preparation of upward of 400 plants. It is worthy of note that to his description of ginger, pepper, aloes and sugar very little has been added. Of the eight books compiled by him two were on fish, one on venomous animals and five on materia medica. The influence of Dioscorides was felt for nearly 1,500 years. It is related that as late as the sixteenth century it was believed that not a plant grew in Germany, England or France that had not been described by Dioscorides; and when potatoes were introduced into Europe it was supposed by everybody that a description of them would be found in this wonderful book.

GALEN, THE FATHER OF PHARMACY.

In the year 131 A. D., the father of pharmacy, Claudius Galen, was born. Philosophy and logic claimed his attention as early as his fifteenth year. He began in his seventeenth year the study of medicine and made marked progress. This is not surprising to us, in view of the fact that he had always lived in an intellectual atmosphere, under the direct and careful supervision of an intelligent, wealthy and influential father. He wrote 500 volumes, consisting of works upon ethics, logic, grammar, medicine, pharmacy and many philosophical subjects. Of Galen it might be said that he was the parent of our present atomic theory. He thought that the elements of the body existed from eternity; that they were indivisible, impalpable and perceptible to the reason only. These elements he termed "atoms," which were supposed to be intimidated by perpetual motion, and from which, by their frequent encounters and fortuitous contention, all sensible phenomena were supposed to result. The Galenical preparations so frequently spoken of in this day must not be seriously considered as preparations the formulas of which had been devised by Galen. In the study and practice of medicine and pharmacy by this great man he confined himself exclusively to the use of drugs of vegetable origin. Not until the time of Paracelsus did mineral agents come into general use; hence the term Galenical has reference only to preparations made from crude vegetable drugs. But for Galen, pharmacy must have died by enervation. Galen's influence was felt for 1,300 years, thus keeping dormant, at least, through the darkest period of the world's history the pharmaceutical art.

IN MEDIEVAL TIMES.

The period of modified progress very properly belongs to the Middle Ages. At first thought we are apt to think that there was retrogression in the development of the art of pharmacy. Nevertheless, the close of the period of the Middle Ages gave decided evidence of the silent progress that had been steadily and surely at work. During the early half of the Middle Ages the Christian religion was accompanied by darkness, horrors and desolation. The wars raged in the name of God were the bloodiest conflicts recorded in the history of mankind. Superstition superseded faith; persecution superseded charity; war followed peace, and all natural and reasonable conditions were sunk into obscurity. The greatest influence was shown by the establishment of the Salerno University. From an early period—probably 200 A. D.—until 1811 this school existed, and while in the sixteenth century it seems to have made but slight progress in nearly all the departments of its work, pharmacy received a very decided impetus.

THE ARABIAN GEBER.

Early in the eighth century Al Mansur, an Arab, established the first pharmacy. The preparations of pharmaceutical substances were made by medical students who were instructed in pharmacy. The most famous Arabian pharmacist was perhaps Geber. He was a voluminous writer, a clear thinker and an earnest worker. He wrote a book on alchemy. Lapis infernalis, corrosive sublimate, alum and many other substances were prepared by him. From the name of Egypt is derived the word "chemistry." "Khem" or "Khemfit"—The Black Land; meaning the rich, dark soil of the Nile Valley. It is stated that chemistry probably originated in the city of Bagdad at the close of the eighth century. A college equipped with laboratories for the study and preparation of chemical substances was erected by Caliph Almansor.

The first phases of chemistry are chiefly synthetic, and it was not until the seventeenth century that chemistry entered upon the analytical method. All natural sciences in their early grade of development pursued chiefly the synthetic route. Today the synthetic method, as we know it, is revived in chemistry, but only on a basis of preceding analysis.

THE FIRST PHARMACOPŒIA.

called "Antidotarium," was written by Nicholas Praepositus, a president of the School of Salerno. Saint Hildegard prepared a materia medica about 1145 A. D. The establishment of drug stores in Germany and in France was in the thirteenth century privileged and protected by the Government. "In the beginning of the fourteenth century apothecaries had the right to wear long, black coats, with wide sleeves and velvet facings such as the judges wore." They, with the merchants, preserved the standard weights of Paris. The physicians were their overseers. Many medicines were compounded in the presence of medical commissioners and magistrates.

The establishment of drug stores and the institution of chemical laboratories served to give the pharmaceutical profession a more respectable position than it had enjoyed since the Alexandrian period.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

An Improved Beam for Chemical Balances.—According to the *Apotheker Zeitung* (April 11, 1903) a mechanical firm in Ebingen, Germany, has placed on the market a new beam for chemical balances, which is so designed as to counteract the tendency of such beams to bend, which interferes with the accuracy of weighing. The beam is supported by a frame of extensions which render it as unyielding as possible. The sensitiveness of the scale is not affected, and the Commission for Weights and Measures has approved the device as a very practical one. Experiments showed that this beam was very constant, and the variations in weighing very slight.

Oil of Citronella from a New Plant.—According to a recent report by Schimmel & Co. quoting from a paragraph in "Tropenpflanzen," Strunk has investigated the oil obtained from a plant which has been cultivated in the Botanical Gardens in Victoria, in the Cameroons, Africa, under the name of *Andropogon citratus*. Strunk found this oil to be identical in all respects with oil of citronella. He distilled 10 kg. of the fresh grass with water, and obtained 0.38 per cent. of the oil. He found that this oil contained about 15 per cent. of an aldehyde which seems to be identical with citronella. This seems to show that the species of grass which grows in Victoria and which could not be identified until now because the plant had never bloomed, is identical with *Andropogon Nardus*, L., which is cultivated on a large scale in the East Indies for the manufacture of oil of citronella.

Mineral Acids in Vinegar.—D. Granassini (*Bollettino Chimico Farmaceutico*, 1903, p. 341) gives the following method for determining the presence of mineral acids in vinegar: (1) One Cc. of vinegar is mixed with 1 Cc. of potassium sulphocyanide in a 20 per cent. aqueous solution, one drop of ammonium sulphide, and one drop of a 5 per cent. aqueous solution of ammonium molybdate. The liquid is colored a yellowish brown, in the absence of mineral acids, and an intense violet color in the contrary case. The presence of tartaric acid gives a precipitate of cream of tartar. (2) To a small quantity of the vinegar suspected of adulteration add antipyrine to the point of saturation, filter, and add a few drops of potassium sulphocyanide to the filtrate. In the absence of mineral acids a slight turbidity appears, and the liquid becomes yellowish. If the vinegar contains from 4 to 5 per cent. of mineral acids, or over, the liquid shows an abundant rose colored precipitate.

The Determination of Apomorphine in Morphine Hydrochloride.—Kelsch (*Pharm. Post.*, 1902, p. 757) gives the following method of estimating the amount of apomorphine in morphine hydrochloride. If a small quantity of amomorphine is suspected and is to be found immediately, a drop of a 5 per cent. potassium bichromate solution should be added to the watery solution of morphine hydrochloride instead of the customary addition of the potassium carbonate. The immediate oxidation of the apomorphine may thus be secured. If the mixture be now shaken with chloroform, the presence of even 0.03 per cent. of apomorphine suffices to produce a pronounced coloring in the chloroform. The advantage of employing potassium bichromate is twofold. In the first place the reaction is more sharply defined, and in the second place there is no need of waiting for the reaction until the oxygen of the air shall have taken effect, as the potassium bichromate oxidizes apomorphine immediately and produces a reddish-violet color in the chloroform.

A Reagent for Sesame Olive and Codliver Oils.—Ciupercesco (*Bulletin de l'Association Pharmaceutique de Roumanie*, 1903, No. 1) suggests the following reaction for determining the presence of oil of sesame. A mixture is prepared consisting of 9 Cc. of water and 15 Cc. of pure sulphuric acid. Eight Cc. of this mixture are mixed with 4 Cc. of oil of sesame and 3 Cc. of pure nitric acid. The mixture is shaken briskly for half a minute, and assumes a greenish color, which persists for one minute. Olive oil under the same conditions does not give any color reaction, and cotton seed oil gives a yellowish-brown color. In this manner the presence of oil of sesame can be determined in a mixture of oils containing but 5 per cent. of the suspected oil. The same reagent may be used to identify codliver oil. Eight Cc. of the reagent, 4 Cc. of the oil and 3 Cc. of pure nitric acid are mixed. At the line of contact a cherry-violet colored ring appears, and on shaking the mixture assumes a cherry-red color, while the acid remains colorless. According to the author no other animal oil gives this reaction.

Cosmetic Preparations from Hydrogen Dioxide.—Solutions of hydrogen dioxide are often prescribed by dentists for cleansing the teeth, as they restore the original color of the enamel and destroy pathogenic germs. A good paste for the teeth may be prepared according to the following formula: Calcium carbonate, 25 parts; soap powder, 5 parts; glycerin and hydrogen dioxide free from acid in equal parts until the powders form a smooth paste. Perfume with oil of bergamot, peppermint or lavender. Hydrogen dioxide is, however, not well adapted for dentifrices on account of its disagreeable taste, which is very difficult to mask. A glycerin preparation for the skin is composed of 2 parts of glycerin and rose water and 1 part of hydrogen dioxide. This solution gives the skin a fine white tint. A cream for the skin may be made by mixing lanolin with hydrogen dioxide and by adding perfumes. The base may also be a mixture of equal parts of zinc ointment and lanolin. Boroglycerin-lanolin may also be used, and hydrogen dioxide may be added to make an application for the complexion. (*Pharm. Centralhalle*, June 4, 1903.)

Kerner's and Liebig-Hesse's Tests and Their Direct Application in Quinine Bisulphate.—Bignielli (*Bollettino Chimico-Farmaceutico*, April, 1903) recommends the use of pure lead bicarbonate in testing quinine bisulphate. Kerner's reaction, by means of which we can demonstrate the presence of quinidine, cinchonine, cinchonidine, etc., in quinine sulphate, has been recommended by all the Pharmacopœias, except the British of 1898. This test requires great care, and yet often gives misleading results. As it can only be employed with neutral quinine sulphate, we must convert quinine bisulphate, or hydrochlorate into the first named salt before employing the Kerner test. But in these transformations there are formed salts of the alkalies and alkaline earths which have an influence upon the solubility of neutral quinine sulphate. Thus, alkaline sulphates diminish this solubility while sodium chloride increases it. In order to apply the Kerner and Liebig-Hesse test, it is necessary, therefore, to extract all the alkaloid and then to convert it into the neutral sulphate. This method of extraction, however, is very tedious and difficult. The author recommends the use of lead carbonate in the following manner: $2\text{Ch.H}_2\text{SO}_4 + \text{PbCO}_3 = (\text{Ch})_2\text{H}_2\text{SO}_4 + \text{PbSO}_4 + \text{H}_2\text{O} = (\text{CO}_2)$ (Ch = Quinine.) Lead bicarbonate and lead sulphate which may form in excess do not interfere with the reaction inasmuch as they are soluble in water.

Epithol-Gold and Epithol-Silver in Surgery and Dermatology.—Strauss (*Apotheker Zeitung*, April 25, 1903, quoting from *Klinische Therapeutische Wochenschrift*, 1903, p. 440) recommends aseptic powdered metallic substances in the treatment of wounds and in certain skin diseases. Hoffmann introduced such powders first in veterinary surgery. These powders are made from refuse and waste of gold and silver beaters, or from the raw products proper. The thin sheets are placed in well-closing boxes, and are pounded until they become a fine dust, called "brokat." The latter is dusted still more finely in cylinders, which deposit the particles along their walls according to the degree of fineness. The finest bronzes undergo still other processes of polishing and freeing from gum and water. The bronzes which were employed by Hoffmann were mixtures of gold and silver with alloys of copper and tin that had been deprived of the fatty particles clinging to them, owing to the process of manufacture and had been rendered aseptic. These were styled epithol-gold and silver, the former a yellowish powder, the latter a brilliant whitish. These powders are so fine that they can be easily blown off when only dusted on a surface, but adhere when they are rubbed on. They are used in the treatment of wounds and in combination with collodion, camphor or traumaticin in other injuries and skin affection, especially in cracked skin, etc., due to certain occupations. The following formulæ, for example, have been used:

Camphor	2.0	} or {	Epithol-silver.....	10.0
Epithol-gold.....	10.0		Traumaticin.....	ad. 50.0
Collodion.....	ad. 50.0		Apply with brush.	

Alcohol as a Preventive of Decomposition in Chloroform.—Adrian (*Nouveaux Remèdes*, 1903, p. 217) studies the action of alcohol in preventing the decomposition of chloroform, and concludes that this use of alcohol is well justified in view of the experimental results he obtained. The impurities of decomposing chloroform are, according to the consensus of opinion of authorities, certain compounds of chlorine. Thus decomposing chloroform has been found to contain hydrochloric acid, hypochlorous acid, various other compounds of chlorine more or less complex, and a well defined body, carbon oxychloride, which is formed according to the following reaction:



It is especially the presence of carbon oxychloride that produces the accidents which occasionally occur in anæsthesia with chloroform. Various methods have been tried for the prevention of this decomposition, and various substances have been added to chloroform with this end in view. Of these, alcohol, according to the author, is the best, for it prevents the decomposition of the pure product and keeps it in a pure condition. But this action of alcohol is only temporary, for while it considerably retards the decomposition of chloroform, it does not absolutely prevent it. The samples analyzed by the author had been exposed to light for a long time, and those in which alcohol had been added before closing the bottles remained comparatively free from impurity, while the others were all found to be decomposed, the amount of hydrochloric acid, for example, being ten times greater in the latter, within the same time of exposure. The addition of 1 part of alcohol to 200 of chloroform is sufficient to fix the chlorine that develops and to prevent decomposition for a considerable length of time.

A New Microchemical Reaction for Strychnine.—M. Deniges (*Bulletin de la Société de Pharmacie de Bor-*

deaux, April, 1903) has found a very practical microchemical method whereby alkaloids can be distinguished from ptomaines, etc. It depends upon the property possessed by alkaloids of forming amorphous precipitates, on addition of alkaline salts in dilute solution. These amorphous precipitates become crystalline after a little while. The method recommended by Deniges is as follows: A small drop, about one-tenth the size of a normal drop, of a solution of a strychnine salt containing 0.10 Gm. of the salt in 100 Gm. of water, is placed on a glass slide. This droplet is evaporated to dryness, taking care not to use too much heat. A similar droplet of normal soda solution is next placed upon the residue of the first droplet, the two are mixed with a glass rod and the slide is brought under the microscope, without being covered with a cover glass. The prismatic crystals which are observed are characteristic of strychnine. In this manner one can detect 0.1 milligramme of the alkaloid in a droplet of liquid the diameter of which does not exceed 1 Mm. Ptomaines do not give any such reaction, at least so Deniges found in working with various ptomaines resulting from the putrefaction of meat, etc. In order to show the presence of strychnine in tincture of nux vomica, the same process may be employed. 1 Cc. of the tincture should be diluted with 5 to 6 Cc. of soapmaker's lye, and 10 Cc. of chloroform. The whole is shaken, the chloroformic layer is separated, filtered and treated with 1 Cc. of normal hydrochloric acid solution. A drop of the liquid is next taken, evaporated to dryness, and on the residue a droplet of the sodium solution is placed. The same reaction occurs as has been described above.

The Standard of Pure Carbolic Acid.—Eger (*Pharmaceutische Zeitung*, 1903, No. 21) reviews the various methods which may be employed in testing the purity of carbolic acid. He found that Witte had discovered that the carbolic acid of commerce, which melts at from 40 to 42 degrees C., is more soluble in water than is prescribed by the German Pharmacopœia. This author demands that the official standard be modified according to his findings. Eger goes further than this, and insists that the standard must be changed also as regards the crystalline carbolic acid, and that, instead of the melting point, the crystallizing point be noted. The latter is more easily ascertained, and the author suggests that the German Pharmacopœia should demand a crystallizing point of pure carbolic acid between 39 and 41 degrees C., and should fix the solubility at 1 part in 15 of water. According to the author the solubility of liquefied carbolic acid should be expressed as follows: "Ten cubic centimeters of the liquefied product should not be clouded by the addition of 2.3 cubic centimeters of water at 15 degrees C., but should become cloudy on the further addition of from 8 to 10 drops of water. This cloudy solution should give a clear liquid on the further addition of not more than 135 cubic centimeters of water." The above standards relate to the ordinary commercial product which may be purchased anywhere in Germany. The author thinks that it is not necessary to raise this standard, but if this were needed, he gives the data which would facilitate such a step. [The U. S. P. does not specify the melting point, but demands that the congealing point or crystallizing point of carbolic acid shall not be lower than 35 degrees C. Between 40 and 42 degrees C. it is almost pure acid. The tests described above may be applied to the determination of the hydration of the commercial carbolic acid in American pharmacies with reference to our standard by modifying the amount of water added and the proportion of solubility.—Ed. AMERICAN DRUGGIST.]

The Chemical Nature of So-Called Apocodeine.—Vongerichten and Müller (*Ber. deutsch. chem. Gesellsch.*, Vol. 36, 1903, p. 1590) have investigated the essential nature of the substance known as apocodeine and hitherto supposed to be analogous to apomorphine. Apomorphine, which is produced by the action of acids upon morphine, contains, as has been recently demonstrated, two phenylhydroxyl groups. This means that in the formation of apomorphine there is not only a separation of water, but also a more extensive change, which consists in the exclusion of the ring containing the indifferent oxygen atom of morphine. If apocodeine is an analogue of apomorphine, it must also contain a free hydroxyl. The experimental work of the authors showed, however, that this was not the case. They employed as a starting point in the manufacture of codeine the substance known as chlorocodid, isolated by the authors through the action of phosphorus pentachloride on codeine. The action of alkalis separates hydrochloric acid from this substance, and an amorphous base is obtained which is distinguished from codeine by the smaller amount of water elements which it contains. This product is apocodein, but it does not contain a free hydroxyl group, and is not to be considered the analogue of apomorphine. Apocodeine is therefore to be regarded as a mixture of bodies which contains apomorphine.

Alcohol from Fæces.—According to a writer in *Nouveaux Remèdes* (1903, p. 191) it is probable that very soon a new method will be added to those at present available for the manufacture of alcohol. It seems that the human fæces are a neglected source of unlimited wealth, and the recent proceedings at the Congress of Naturalists in Dresden served to draw our attention to this fact in a forcible manner. The dry distillation of the human fæces gives among other products, alcohol which chemically is absolutely identical with the alcohol derived from potatoes, etc. This mode of producing alcohol is interesting, and as yet but little known, but what is most remarkable is the extraordinary amount of alcohol which can be obtained from this source. A German inventor, Borning, has recently patented a process whereby about 80 Gms. of alcohol can be manufactured from 1 kg. of human excreta. Official trials gave in 100 kg. of fæcal material, 7 kg., or 9 litres (9,000 Cc.) of alcohol. Potatoes only give 11.5 litres of alcohol from 100 kg., so it may be imagined what importance the new process may be destined to assume in the economic production of alcohol, for malt and yeast must be added to the potatoes, which are quite difficult to produce. If very large quantities of fæcal matter may be used to manufacture alcohol in this manner, the process will become very important. When fæces are subjected to dry distillation a series of combustible gases pass into the water which is collected in the condensers, some soluble materials and a tarry substance of a disagreeable odor are also distilled, while the residue at the bottom of the retort is a sort of coke. Here we therefore have a series of useful products. The gases are entirely analogous to those used in lighting and heating, and can be used to light and heat the factory, and to generate power for the manufacture of alcohol. The coke and tarry substance may also be useful, and the water which is distilled off contains alcohol. A company have just been organized in Dresden which will exploit the patent of Borning. If the inventor's hopes are realized, the sanitation of cities, their water supply, etc., will be greatly improved, as fæcal matter can be collected and sold to the alcohol factory by the municipality. A town of 100,000 inhabitants, for example, would be able to manufacture 4,500 hectolitres of alcohol and about 2,000,000 Cc. of gas that could be used for lighting

and heating (each year?). This new process will, however, considerably injure the agricultural interests, for until now fæcal matter has only served to manure fields, while when the new process is established it will no longer be profitable to raise grain for the manufacture of alcohol. (We think that the new process will also serve as a temperance promoter, for when the toper is told whence his whiskey possibly comes, he will take to sarsaparilla.—ED.)

Radiotellurium and Other Radioactive Substances.—W. Marckwald, the discoverer of radiotellurium, gives a complete *résumé* of the new facts concerning radioactive substances, which are destined to play a prominent role in both theoretical and practical chemistry and physics in the future. (*Ber. d. d. pharm. Ges.*, 1903, p. 11, quoted in *Apotheker Zeitung*, February 7, 1903). In 1896 H. Becquerel discovered that uranium, and its compounds possess the property of acting upon photographic plates through light proof layers of paper, tin, etc. These substances, therefore, emit rays that are similar to the Roentgen rays, and they are therefore *radioactive*. It was found furthermore that the Becquerel rays rendered gases more conductive, and ionized them, and that they evoked phosphorescence from solid bodies. These rays are not uniform, but consist of two sets of rays. A part of them is easily absorbed by solids, as well as liquids, and only pass through gases to a certain extent. These are called the alpha rays, and act principally as ionizers. They are not deflectable by magnetic action. The beta rays pass through solids more or less easily, but are only slightly ionizing, and they are distinct from the Roentgen rays by their deflectability in the magnetic field. The question as to the source of the energy which emits these rays is not yet solved.

Professor and Madame Curie discovered that in pitchblende from Joachimsthal there was a bismuth compound which proved radioactive, and was a hundred times more powerful in this direction than uranium. The Curies thought at first that there was a new element in pitchblende which was analogous to bismuth and called it Polonium. But Giesel and also Curie found that the radioactivity of the new element disappeared after a while, and Giesel therefore thought that the new element was rendered radioactive by induction and was a derivative of bismuth. Meanwhile Marckwald isolated a bismuth from pitchblende, which was permanently radioactive, and the idea arose again that there must be a new element mixed with this bismuth. Owing to certain chemical properties, Marckwald believed that this new element is closely allied to tellurium, and hence has called it "radiotellurium." Soon after the discovery of polonium, the Curies found in pitchblende a new radioactive substance, which they called "radium," and which is distinct from barium only by its radioactivity. They tried to crystallize the chloride of this element, but found this very difficult and complicated. Recently, however, Madame Curie has been able to isolate a salt of radium free from barium, and found the atomic weight of the new element to be 225. Hence radium is an earthly alkaline metal, in the scale it is placed in front of thorium and uranium and behind bismuth. Its radioactivity is superior to radiotellurium in so far as it emits fewer alpha and more beta rays.

Thorium also has been found radioactive, and a special interest was attached to it through the recent work of C. G. Schmidt and of Rutherford and Sobody. Radium and thorium possess the property of inducing radioactivity in other substances with which they come in contact, or even in proximity.

Arsenic in Hens' Eggs.—M. Gabriel Bertrand (*Comptes Rendus de L'Académie des Sciences*, May 4, 1902, p. 528) found arsenic in all the tissues of the animal body in a previous research, and denies the assertion of Gautier who claims that this element is localized only in certain organs. Bertrand believes that arsenic is one of the fundamental elements of protoplasm, like sulphur and phosphorus. If this hypothesis is correct, and if arsenic is an element necessary to life, it must be found in the embryonal cells, as well as in the adult cell. It must, therefore, be present in the eggs of birds in which the embryo accomplishes its entire development without being able to draw any arsenic from the surrounding medium. These considerations impelled M. Bertrand to look for arsenic in the eggs of hens. He therefore took some eggs from hens that had been brought up in Paris, and had been nourished for several generations on grain and vegetable refuse. He analyzed separately the shells, the shell membranes, the white and the yolk, employing his own extremely sensitive method. He found arsenic in every portion of the egg. The yolk is the richest part, containing one-half or sometimes two-thirds of the entire amount contained in the whole egg. The white is the part poorest in arsenic, while the shell-membrane, in spite of its light weight, often contains more arsenic than the white. These results confirm the theory of Bertrand, and seem to indicate that all living cells contain arsenic.

The Nature of Collargol.—The subject of collargol has aroused a good deal of interest of recent years, and a new communication to the Academy of Sciences in France has again brought this substance under discussion. It partly explains the nature of the product manufactured by von Heyden. Those who have studied collargol in the laboratory have had occasion to observe the action of this substance toward acids. If a reddish-brown solution of collargol be taken, and if some mineral acid—e. g., sulphuric—be added, a brownish precipitate results. Hanriot (quoted in *Nouveaux Remèdes*, 1903, p. 204) found that when the solution is subjected to electrolysis the silver is deposited at the positive pole. This is an anomaly which should be explained. In addition, the author noted that when this compound is titrated with silver nitrate a precipitate is formed, a fact which is not astonishing, as we know that the addition of an electrolyte causes the coagulation of a colloidal solution. The most remarkable fact observed, however, was that in analyzing the solution the author was unable to find the quantity of silver previously added. This was proven by repeated experiments. The precipitate obtained in this manner, after washing, centrifugating, etc., is found to be insoluble in water, in sodium carbonate, in potassium carbonate and in mercury cyanide, but is soluble in potassium cyanide, giving a colorless solution which on addition of ammonia decomposes and becomes the brown solution of collargol. The action of the mineral acids gives rise to precipitates which are soluble in alkalis. This shows that collargol is a substance that contains an acid—collargolic acid—and that the silver forms a part of the radical of this acid. This explains the fact that in the electrolysis it is the acid, not the silver, that is deposited on the positive pole. The addition of silver nitrate to a solution of collargolic acid would easily account for the appearance of a collargolate of silver, which is insoluble, and which therefore precipitates. Hanriot thinks that in collargol the collargolic acid is united to ammonium as a base, for on the addition of ammonia the brownish-red solution of collargol is restored. The author is now engaged in further researches in order to determine the formula of collargolic acid. Collargol is, therefore, in his opinion far from being silver in the metallic state.

Filmaron, the Active Constituent of Extract of Malefern.—Dr. F. Krafft (*Pharmaceutische Zeitung*, April 4, 1903) describes the non-toxic, active principle of extract of malefern, which he isolated in the course of a series of researches on the rhizome of aspidium, on which he has been engaged since 1896. In a recent article a writer in the *Pharmaceutische Zeitung* deplored that there was no satisfactory substitute for the toxic extract of malefern. As a matter of fact, the new substance, filmaron, responds to these requirements. The extract of malefern is at present the most trustworthy remedy we possess against tapeworm, and none of the so-called substitutes for it, such as cusso, pomegranate, etc., can compare with it in efficacy. A number of cases of poisoning with the extract of malefern have been reported, and this toxic effect of the drug in question has been for a long time referred to the ethereal oil contained in the extract, or to the so-called amorphous filicic acid. Neither of these two constituents are, as a matter of fact, responsible for the toxic manifestations of filix mas. According to an old and abandoned hypothesis advanced by Kobert the ethereal oil was the poisonous constituent of malefern extract. But the amount of the ethereal oil contained in this extract is extremely small, and the oil is a mixture of very harmless constituents. The author, simultaneously with and independently of Gallas, showed that the assumption of Poulsen that there is in the extract a separate substance, an amorphous filicic acid, in addition to the crystalline acid called filicic, is false, and that in reality the amorphous filicic acid is identical with the crystalline substance. The author believes that the toxic symptoms of cases in which the administration of the extract proved injurious was not due to the extract, but to the mode of administering it. Boehm some years ago found that the extract is very poisonous when injected into the blood, and therefore it should be administered in such a way as to reach the tapeworm and yet not to be taken into the patient's blood. This may be secured by giving small, repeated doses and by omitting the use of the customary purge. Yet there are certain other disadvantages in the use of the extract. It is very disagreeable to the taste and smell and must be administered in capsules. It is also by no means stable and uniform in composition, and therefore there is always a certain element of doubt in its action. These defects can only be obviated by looking for the active anthelmintic principle of the extract. Krafft claims to have succeeded in finding this principle in the form of an amorphous acid which he styles "filmaron." The latter is contained in amounts of about 5 per cent. in a good extract of malefern. It is a light brownish-yellow powder, insoluble in water, very slightly soluble in cold methyl and ethyl alcohol, and in petroleum ether, but is very soluble in the other customary solvents. Filmaron must not be confounded with the amorphous form of filicic acid, from which it is distinguished by a variety of qualities, as well as by its composition. The following reaction is used to determine the purity of filmaron: It must be perfectly soluble in warm petroleum ether, and in the cold it must also be soluble in equal parts of carbon disulphide, ether and sulphuric ether, and these solutions must not give a crystalline residue even on prolonged standing. Its chemical formula is $C_{17}H_{15}O_4$. It is split into filicic acid and amorphous filixnigrin on standing for a long time in a solution with acetone. By boiling with alkalis and under the simultaneous influence of nascent hydrogen it is split into filicic acid and aspidinol, or into their products of decomposition. If treated with diazoamidobenzol it furnishes filicic acid and falvaspidic acid in characteristic combinations.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Ferro-Salicylate Mixture.—F. E. writes: "I wish a formula for Mixture of Ferro-salicylate representing a fresh solution of iron salicylate, as prescribed by some Eastern physicians, and would be obliged if you could furnish such a formula."

The mixture commonly prescribed in the hospitals of this city under the name *Mistura Ferri Citro-salicylici* is doubtless the one our correspondent has in mind. The composition of this is as follows:

Acid salicylic.....	3ij
Potassium citrate.....	3ij
Tincture of ferric chloride.....	fl. 3ij
Glycerin.....	fl. 3ij
Wintergreen oil.....	gtt. v
Distilled water.....	fl. 3iv
Ammonium acetate solution, enough to make....	fl. 3iv

It is advised in compounding this mixture to dissolve the potassium citrate in the water, the tincture of ferric chloride, wintergreen oil and glycerin being added to the solution thus formed. Dissolve the salicylic acid in the solution of ammonium acetate solution to complete the volume.

In the hospitals of Philadelphia a mixture of a different composition is supplied under the name *Mistura Ferri Salicylatis*, as follows:

Sodium salicylate.....	3iv
Glycerin.....	3i
Mucilage, acacia.....	3iv
Tinct. ferric chloride.....	3iv
Oil gaultheria.....	mpxvi
Solution ammonium citrate (B. P.), to measure....	3iv

Still another modification of this popular mixture is prescribed in some parts, as the following formula will show:

Sodium salicylate.....	3ij
Tinct. ferric chloride.....	3ij
Acid citric.....	gr. v
Glycerin.....	3v
Oil gaultheria.....	mpiv
Sol. ammon. cit. q. s. ad.....	3ij
M. Ft. solutio. S. A.	

Dissolve the sodium salicylate and citric acid in the solution of ammonium citrate. Add the tincture of iron to the glycerin, then mix the two solutions; finally add the oil of wintergreen and shake well.

The Manufacture of Lamp Black.—N. G. W.—The various reference books of industrial chemistry should be consulted for information regarding the manufacture of lamp black. Professor Sadtler in his "Hand-book of Industrial Organic Chemistry" says that lamp black is now obtained in a good state of purity by the burning of natural gas. Several plants for the production of the substance from this gas are operated in the oil regions of Ohio and Pennsylvania, one extensive plant being located at Gambier, Ohio. The machinery is simple, the gas being burned from rows of burners placed in such position that the flame impinges upon slate or metallic slabs or revolving cylinders and there deposits its carbon. A concise account of the production of lamp black on the commercial scale is given in Cooley's *Cyclopædia of Practical Receipts*, but the methods there described are somewhat out of date, the discovery of natural gas having almost revolutionized the industry. We regret our inability to furnish any statistics regarding the supply and demand of lamp black, but information of this character might be

forthcoming on request to the Secretary of the Department of Commerce and Labor, Bureau of Statistics, Washington. The addresses of the principal dealers in lamp black are: Bihn & Wolff Company, Bridesburg, Philadelphia; Binney & Smith Company, 81 Fulton street, New York; Seaver & Co., 120 Milk street, Boston, Mass.; and Wegelin & Wilckes Black Mfg. Company, 50 Cliff street, New York.

The Manufacture of Ice on a Small Scale.—J. O. makes inquiry as to where he may obtain a machine capable of manufacturing ice in quantities of a few pounds at a time.

The difficulties in the way of turning out a portable ice machine of small capacity appear to be insurmountable, as, notwithstanding the undoubted demand that exists for such a machine, none has been put on the market. For laboratory purposes small quantities of ice can be made by immersing water contained in a suitable container in a freezing mixture consisting of various mixtures of ammonium nitrate, diluted nitric acid and sodium phosphate. An apparatus of this kind was described in a former number of the *AMERICAN DRUGGIST*. It consisted of a double walled drum with an outside covering of asbestos, in the opening of which a tin can of the shape of a truncated pyramid with a four-cornered base was fitted. This can contains the water which is to be frozen and it is sunk in a mixture of ammonium nitrate, or of snow and calcium chloride (whichever freezing mixture may be decided upon), contained in the double walled drum. This drum turns on an upright axis by means of a crank, and when the apparatus is in position the whole is turned rapidly for fifteen minutes, when the water in the tin can will be found to be frozen, yielding a pound or more of ice, according to its capacity.

Method of Detannating Sherry Wine.—J. R. W.—The free tannin in sherry wine may be removed by treatment with milk or gelatine, but this is only adapted for use in a small way. Two ounces of finely cut gelatine added to a gallon of wine and allowed to macerate for fourteen days with frequent agitation will be found to rid the wine of the objectionable tannin. The wine is, of course, filtered before use. Moist ferric hydrate, however, gives the best results. For an ordinary sherry wine the freshly prepared ferric hydrate precipitated from solution of iron tersulphate by means of ammonia is added to the sherry wine contained in a suitable vessel in the proportion of about five ounces of the iron to every pint of the wine. The mixture is allowed to macerate with occasional agitation until the wine is free from tannin, which may be known by the absence of a blackish green color, when a small portion of the clear wine is treated with a drop or two of tincture of ferric chloride.

State Boards That Recognize the New York State Certificate.—G. L. M. writes: "Please inform me what States, if any, recognize the New York State certificate of registration in pharmacy."

The licentiates of the New York State Board of Pharmacy are not accorded any special privileges over the licentiates of other States in the matter of interchange of certificates. According to the information in our possession the following boards accept the certificates of the New York State Board of Pharmacy in lieu of examination, subject to certain conditions, particulars of which

can be obtained upon application to the secretaries of the respective boards—viz.: Arkansas, Florida, Georgia, Kentucky, Louisiana, North Dakota, Oklahoma Territory, Oregon, South Carolina, Washington.

Paint and Varnish Remover.—J. S.—The liquid compounds used as paint and varnish removers consist usually of solutions of caustic soda or potash. Painters who have considerable work of this kind to do make a mixture of quick-lime and pearl-ash, or apply a thin paste composed of soda and quick-lime. The proportions of pearl-ash and quick-lime commonly used are one of the former to three of the latter. The lime is first slaked in water and added to the pearl-ash, the whole being thinned to the consistency of paint. A paste of soda and quick-lime is used in the same way and is said to be very effective.

Book Reviews.

COURSE IN PHARMACEUTICAL ARITHMETIC INCLUDING WEIGHTS AND MEASURES. By Julius William Sturmer, Ph.G., Professor of Pharmacy, Purdue University, Lafayette, Ind. Published by the author, 1903. Pp. 155. [Price, \$1.50.]

This book differs from the works of Professor Oldberg, Professor Beal and others, owing to the circumstance that it seems to be specially designed for the use of students whose mathematical training has been neglected. It is because of this, no doubt, that many things relating to pharmaceutical arithmetic which, to the experienced pharmacist, might appear self evident, are demonstrated or discussed with an apparent minuteness of detail. The arrangement of the volume impresses us favorably, the subjects being treated in logical sequence, while all explanations and deductions are set forth in language so simple that the student working without the aid of an instructor should experience no serious difficulties. The subject of percentage solutions, etc., receives the attention one should expect it would receive in a work of this kind, weight percentage, volume percentage and weight to volume solutions being discussed in detail. Our attention has been called by the author to a number of errata, chief among which are the following; P. 31, line 7, read 1826 for 1816; p. 35, line 16, read 20 gr. for 24 gr.; p. 39, line 5, read 39.37 for 37.37; p. 41, line 7, read 33.814 for 33.813. The book is a useful addition to our by no means large list of pharmaceutical text-books, and it is calculated to find greatest favor among beginners, and with practical druggists who have much to do with the "breaking in" of young clerks. The book is published by the author, and will be mailed postage paid on receipt of price.

A TEXT-BOOK OF MODERN MATERIA MEDICA AND THERAPEUTICS. By A. A. STEVENS, A.M., M.D., Lecturer on Physical Diagnosis in the University of Pennsylvania; Physician to the Episcopal and St. Agnes Hospitals, Philadelphia. Third edition. Philadelphia: W. B. Saunders & Co., 1903. Pp. 663. [Price, \$3.50.]

Since the appearance of the last edition of this book such rapid advances have been made in materia medica, therapeutics, and the allied sciences that the author has wisely rewritten the entire work. He has altered the general plan of the book considerably, and instead of considering the drugs in alphabetical order, as in the previous editions, he has classified them according to their pharmacologic action. This arrangement, notwithstanding the present unsettled state of pharmacology, possesses certain advantages in that it aids the student to correlate established facts and to apply them more readily to the treatment of disease.

The part devoted to Therapeutics has evidently un-

dergone a thorough revision; and we note that all the newer remedies which have been shown by competent observers to possess real merit and to be worthy of a more extended trial at the hands of the profession have been considered. Indeed, the work is in every particular thorough and accurate, and its title, *Modern Materia Medica and Therapeutics*, is fully justified. The work is one which we can heartily commend to students and practitioners.

A TEXT-BOOK OF VOLUMETRIC ANALYSIS, with Special Reference to the Volumetric Processes of the Pharmacopœia of the United States. Designed for the Use of Pharmacists and Pharmaceutical Students. By Henry W. Schimpf, Ph.G., M.D., Professor of Inorganic Chemistry in the Brooklyn College of Pharmacy. With 60 Illustrations. Fourth edition, revised and enlarged. New York: John Wiley & Sons; London: Chapman & Hall, Limited; 1903. Pp. xxix-553. [Price, \$2.50.]

In our notice of the First Edition of Professor Schimpf's useful manual we commented upon a feature of the work which appeared to us to be of special value to the pharmacist who was ambitious of filling the part of analyst to the general public in addition to the now well-nigh common part of uranalyst to the physician. We refer to Part II of the First Edition, which covered the sanitary analysis of water, milk analysis and urinary analysis, work that the pharmacist is often called upon to undertake in the absence of specially appointed inspectors or analysts. In the newly issued Fourth Edition these matters are taken up in Part III, special chapters being devoted to the sanitary analysis of water, milk, butter, soap, starch in cereals, urine, etc. In the new edition the chapters treating of the extraction and volumetric estimation of the active principles of the more important drugs have been enlarged by the addition of new matter and the value of the book correspondingly enhanced.

Besides being a useful text-book for use in the laboratory under the direction of a teacher, Schimpf's Volumetric Analysis is admirably calculated to be of service to pharmacists who have the time and ambition to qualify themselves for analytical work of the kind which physicians and the public generally have come to believe pharmacists capable of undertaking.

Proceedings of the Manufacturing Perfumers' Association.

One of the handsomest and most creditably printed of the association proceedings that reach us during the year is that issued by the Manufacturing Perfumers of America. The volume for 1903 as compiled and edited by James E. Davis, of the Michigan Drug Company, Detroit, Mich., secretary, containing the Proceedings of the ninth annual meeting of the association, held in New York February 5, 6, 1903, is fully up to the standard of typographical excellence of previous years. There is much in the volume that is well calculated to prove of great usefulness to the members of the association, and we need only mention the list of trade names in the appendix, followed by a complete list of the manufacturing perfumers in the United States, alphabetically arranged, to emphasize this point. A unique feature of publications of this kind is found in the "résumé of the proceedings" on pages 111-117, where a précis is given of the important work of the association transacted at the annual meeting. The volume is embellished with portraits of the officers and of two deceased members, Lewis F. Lazell and Solon Palmer. The book is well printed on a good quality of paper and neatly bound in red cloth, bearing the title stamped in silver, making on the whole a most attractive volume.

The Rhode Island Board of Pharmacy.

The Rhode Island Board of Pharmacy organized July 7. Norman N. Mason was elected president, and Howard A. Pearce secretary. The other members of the board are: Nicholas F. Reiner, North Providence; James T. Wright, Newport; Alber B. Collins, Westerly; Frank A. Jackson, Woonsocket, and William J. McCaw.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

SOMETHING TO ADVERTISE.

THIS is one of the seasons when a good many druggists get careless in their advertising because there is "nothing special to advertise."

As a matter of fact there is no week in the year when there are not half a hundred suitable subjects.

For any one who is alive to the possibilities of advertising the question is always what not to advertise, for there are always more suitable topics than can possibly be used.

It is well to remember that good advertising does not always demand the advertising of goods which people will grab for at once. It does not require that the sales of any item advertised shall immediately repay the cost of the ad. If that were true the advertising of the department stores would be a losing game.

What is necessary is that you keep after people all the time. That you put before them sufficient information about your stock as to show how ample it is, and that you impress people constantly with your enterprise and your desire to have their trade.

It is not one ad, but fifty or one hundred that lands the permanent customer. The more seasonable, intelligent and persistent the ads are the greater are these general results.

As to subjects, they are to be found everywhere throughout the stock. The average drug store throughout the country handles a variety of side lines. These lines and the regular stock will always suggest a score of subjects to the man who will look for them. For instance, this week subjects from the following list could be chosen:

Soda,
Spices,
Dusters,
Whisks,
Infant Foods,
Sea Salt,
Machine Oils,
Soaps,
Perfumes,
Cameras,
Dentifrices,
Hair Tonics,
Lotions,
Creams,
Outing Supplies,
Pain Killers,
Foot Powders,
Talcum Powders,
Paints,

Bath Supplies,
Sponges,
Toilet Goods,
Brushes,
Headache Cures,
Disinfectants,
Prescriptions,
Books,
Stationery,
Shaving Supplies,
Thermometers,
Corn Cures,
Tonics,
Witch Hazel,
Insecticides,
Mineral Waters,
Sporting Goods,
Colored Glasses,
Confectionery.

Some of these are general topics that can be broken up into several others.

Some of the subjects, soda, for example, can be presented in a score of ways. No man is going to have a raid on his fountain because he advertises his soda once, no matter how good his ad may be. But the man who hammers away on the subject throughout the season is going to have several hundred per cent. returns in his investment by the time the campaign is over.

CRITICISM AND COMMENT.

Voegeli, prescription druggist, Minneapolis, sends a little booklet in which he announces the beginning of some important changes to be made in the interior of his store and in his prescription department.

The latter department is to be modernized and to embody original features which are to be told of later. The subject is well presented and the booklet attractively printed. But most credit is due for the enterprise shown in making this advance announcement of the proposed improvement.

This will not only stimulate public interest now, but will increase the results from the advertising done when the changes are made.

IN GUATEMALA.

J. Melgar, Guatemala City, sends a package of his leading special preparation, "Neuralgin."

The package is an extremely neat one and gives every evidence of coming from a first-class store. The feature which strikes one as somewhat novel is the price, which translated into American terms seems to be 25c. a powder, \$1.25 a package of six powders.

GOOD ADVERTISING.

Here is an effective little talk which occupies the first page of a folder issued by W. O. Frailey, Lancaster, Pa.

The remainder of the circular is devoted to seasonable goods and specialties.

Have You a Prescription

Or Family Recipe? Bring it here to be compounded. We make the Syrups, Elixirs, Tinctures, etc., of the Pharmacopœia in strict compliance with Pharmacopœia requirements and of full strength. We handle none but the best Chemicals. Here accuracy, quality and purity are the keystones to a large prescription trade, which is steadily increasing.

College of Pharmacy training and long years of experience specially recommend this store to your most favorable consideration. Our prices are the lowest possible for good, scientific and conscientious work, which is the only kind we care to turn out.

Here you will be treated with courtesy, politeness and earnest consideration. Your children will be made as welcome and receive the same consideration we extend to their elders. But do not under any circumstances send children of indiscreet age for drugs or preparations of a poisonous character, as we would be obliged to refuse them. For, aside from the laws governing the sale of poisons, we have certain inflexible rules and precautions of our own, which the law does not cover, which for the sake of safety to human life we must insist on enforcing.

Telephone orders will receive prompt attention. We will send for your prescription, compound it and send it to you as quickly as it can be done.

WM. O. FRAILEY, Graduate in Pharmacy.

TWO FOREIGN ADS.

A postal card is at hand, sent by J. Melgar, Guatemala City, Guatemala. This card bears merely a formal announcement and a list of the chief lines carried.

I have no doubt that cards bearing more specific information would yield better results in Guatemala, as elsewhere throughout the world.

The value of an ad of the kind sent will depend somewhat upon the character of the ads which follow it. If part of a series its value will be enhanced.

F. E. Smith, M.P.S., Maryborough, Queensland, incloses a couple of circulars advertising his specialties. One of them as an example of "scare" advertising will

compare well with its Yankee prototype. It is reproduced for inspection:

**DR. MAITLAND'S
WORM POWDERS
FOR CHILDREN.**

The mere mention of worms makes one feel uncomfortable, but their presence in the human system must be faced, and, however disagreeable the task may be, the loathsome pest must be painted in its true colors, so that those who are sufferers may be made aware of their danger.

Insidious, loathsome foes are these verminous tormentors, and their presence in the system of a child most assuredly causes it to suffer the agonies and tortures of a lingering, but none the less fatal, decay.

DO YOU KNOW THIS?

If you are a parent you should know it. The success of Dr. Maitland's Worm Powders has been phenomenal.

Delighted parents have furnished innumerable testimonials as to the efficacy of these powders.

Try them; have
no other substitute.

That last line is a bit ambiguous, and the ad is rather of the high tension variety; but I have no doubt it will help to sell the preparation.

Another ad on an antiseptic throat jujube is excellent.

A GOOD CIRCULAR.

From Grove's drug store, Buffalo, comes an attractive four-page circular advertising seasonable goods and specialties. A miscellaneous list of prices is given and some special bargains are offered.

The circular is a good example of the literature of an enterprising store.

ADS OF TO-DAY.

A general inspection of the field of drug advertising shows that there is an ample chance for improvement, though the advertising done to-day is several hundred per cent. better than that of a few years ago.

The ads reproduced in this issue were selected from a batch of one hundred or more clipped from recent newspapers. They are fairly representative therefore.

By comparison with your own ads you will be able to tell whether you are doing as good or better advertising than the average druggist.

More attention should be paid to display. The average ad is very poorly set. This is largely the fault of the printer—the man who should know most about it, but who evidently cares least.

For those who have no ideas about display the thing to do is to observe ads in papers and magazines and then have your ads set in the general style of those that strike you as being most attractive and conspicuous.

No. 1. This is the best displayed ad in the lot. The argument is also good.

No. 2. A good tonic ad. The ad could be made more conspicuous by use of rules or border.

No. 3. This ad would catch the eye of twice as many people had the heading been condensed to

Have
Pretty
Hands,

and then been set in type several times as large as that used. There is space enough in the ad to permit this.

No. 4. A futile heading. Only those who are interested in trusses will be interested in this ad, and the heading should have appealed directly to this class. The word "Trusses" alone would have been a better heading than the one used.

No. 5. The funny man of the Chicago *News* finds inspiration in the recent sale at auction of the Lord, Owen stock.

No. 6. An effectively written ad, but a trifle crowded. A larger heading could have been provided for in this same space.

No. 7. A good example of the variety of goods many country druggists have to carry in order to have what people ask for at drug stores.

A good example, also, of the futility of trying to catalogue one's stock in an ad.

No one ever sees any results from such an ad; no one, probably, ever gets any results.

**There's Safety
in Our
Prescriptions.**

Safety in drugs cannot be priced. Its value is incalculable.

Cheap drugs mean doubtful drugs. Pure drugs mean safety.

We have the confidence of those who want the best drugs and are willing to pay a fair price for them.

We promise (besides pure drugs) a prescription service absolutely over-our-check system makes it—on a cost usually low for the service rendered.

For safety see the

BRITTON DRUG STORE
HARBOUR FRONT.
Charles Stuchart, Proprietor.
Either Phone 175.

Success in Business

It is surely impossible upon nothing but a sound business plan to succeed in business. It is the only way to success in business. It is the only way to success in business. It is the only way to success in business.

N. B. DANFORTH,
Market and Second Sts., Wilmington, Del.

**The Oldest Drug Store
IN BROOKVILLE**

Now has the largest stock of chemically pure drugs in Brookville. Prescriptions filled for thirty-one years with PURE DRUGS and NO MARKED MARK.

We have the largest and best stock of the following articles to be had in Brookville, viz:

Wall Paper,
Window Shades,
Go Carts,
Express Wagons,
Bicycles and Sundries,
Kodaks and
Photographic Supplies.

ALSO—
Lime,
Cement,
Plaster Paris,
Building Paper,
Roofing Paper,
Slaters' Felt,
Carpet Felt,
Paints,
Brushes,
Oils,
Varnishes,
Putty, etc.

"For Tired People."

Your appetite and energy are gone, you force yourself to attend to the simplest of household or business duties, you have no relief for what aches and pains. Now that is nature's warning that you are over-extended upon your surplus vitality. Don't do it! Take

**ROWLINSKI'S
DEEP, WIND AND IRON
(PEPTONIZED)**

It is stored up, concentrated force and energy and feel the power again.

Price 50c. Half price 25c.

Boughton and Dryden Sts.
Either telephone 66.

CUT RATE PATENT MEDICINES.

"Get It at Rowlin'ski's"

Boughton and Dryden Sts.
Either telephone 66.

CUT RATE PATENT MEDICINES.

**DO YOU WANT TO
HAVE A PRETTY HAND**

It is hard for women to properly attend to their household duties without making their hands red and rough, and at this season of the year, badly stained with fruit, etc. To prevent this we have a fine quality of

RUBBER GLOVE

And will order any size desired. Come in and look at them. We know they will please you.

JONES' DRUG STORE,
917 The Street.

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JONES' DRUG STORE,
917 The Street.

4

They are marketing all the stock of a drug store in Chicago and are now in

5

KRAUTER'S DRUG STORE
Both Phones 349.

**South's Compound
Sore Throat**

Owing to the increased demand for a powder that is harmless and one that possesses reliable absorbent and antiseptic properties we have spared neither time or expense in searching the market for one that combines these qualities.

When asking you to try the one we have decided to be the best, viz.: South's Throat Powder, we can assure you that you are getting a healing, comfortable hygienic powder for the relief of all minor throat affections.

A Perfect Baby Powder.

A Healing, Soothing Balm.

The price is 10 cents for each box while there are others to be had for a low price this is the cheapest powder when quality is to be desired. A sample package to be had for the asking.

Krauter
25 W. Federal St.

6

7

For Good Soda Water

When not attending to your shopping or taking a walk, be sure and stop at Parson's drug store and get one of his delicious Soda, Fruit Sodas or Sherbets, served with crushed fruit in season.

E. W. PARSONS,
Druggist,
No. 22 BROAD STREET.
Prescriptions carefully compounded at the lowest prices for best and purest drugs.

8

For Good Soda Water

When not attending to your shopping or taking a walk, be sure and stop at Parson's drug store and get one of his delicious Soda, Fruit Sodas or Sherbets, served with crushed fruit in season.

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No. 8. A fairly good ad, in which the address card competes for prominence with the headlines. It's better to make the signature smaller and the heading bolder.

A Port Huron Window Display.

Port Huron, Mich., July 21.—One of the most skillful designers of window display business men in this city is Major Ed. J. Rodgers, the Military street druggist. His latest window designs are attracting much attention. Having a special sale on perfumes and toilet articles, he has used these materials for his displays. The north window has been tastily decorated in Oriental draperies, and the Oriental perfumes and soaps are neatly and attractively arranged. At night an Oriental lamp sheds a soft red glow on the pretty display. In the south window Old Glory is festooned, and American perfumes and soaps nestle amid the folds of the American flag. Many complimentary remarks have been passed on the two attractive displays.

THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

Arrangements for the Annual Meeting in Boston— Proprietary Association of America to Meet at the Same Time and Place.

Boston, July 22.—Chairman Charles F. Cutler, of the N. W. D. A. Entertainment Committee, and Chairman Clarence G. Stone, of the same committee, on the part of the P. A. of A., have just issued an important notice to the members of their associations. The Hotel Somerset for the week of September 7-12 will be at the disposal of the members for their annual meetings. Applications for rooms should be made at once, the prices running from \$2.50 to \$4 per day. Arrangements have been made for the full consideration of business affairs—each association will have its own meeting rooms—and the sessions of both are arranged so that there will be no conflict. The entertainments have been arranged so as not to interfere with the business meetings. A Ladies' Committee will see to the comfort and entertainment of the visiting ladies. One of the features planned by this last named committee is an all day excursion, including drives and lunch, to the celebrated North Shore, during which the visitors will become acquainted with the beauties of Manchester, Beverley, Wenham, Hamilton and Magnolia. Dinner will be served at Magnolia. Fred. L. Carter is chairman of this committee.

AMERICAN PHARMACEUTICAL ASSOCIATION.

A Large Attendance Promised—Routes and Rates.

INDICATIONS are that a large number of members will attend the fifty-first annual meeting of the American Pharmaceutical Association, which will begin on Monday, August 8.

From the East there are so many different attractive routes that the members have split up into small parties.

BY THE GREAT LAKES.

One party will leave the Grand Central Station, New York City, on Friday, July 31, at 8 p.m., spend Saturday at Niagara Falls, leave Buffalo on Saturday evening, August 1, at 8.30, on the palatial steamer Northwest, arriving at Mackinac Island at 11 o'clock on Monday morning, August 3. Those who prefer to travel by day can leave New York Saturday morning and join the others on the steamship. The rate by this route will be \$17.50 going and \$8.35 returning, or \$26.20 for the round trip, plus 35 cents for transfer when returning. These tickets are issued on the certificate plan and are good to return up to August 13. This does not include berths on the steamer, which vary from \$3 to \$7. Meals on the steamer are served a la carte. Inside stateroom, accommodating two persons, may be had at \$7 each way, or outside rooms, accommodating three persons, may be secured at \$9 to \$12 for the single trip. Those desiring reservations should address S. J. Ellison, Eastern Passenger Agent of the Northern Steamship Company, 413 Broadway.

BY BOAT FROM DETROIT.

Another party will leave New York at 5.40 p.m. on the Lehigh Valley train, taking through sleeper to Detroit, and arriving there on Saturday evening, August 1, at 1.10. Leave Detroit on the D. & C. steamers on Saturday at 5 p.m., and arrive at Mackinac Island on Sunday evening at 7.15. The sleeping berths for this route from New York to Detroit are \$3.50; staterooms from Detroit to Mackinac, accommodating three persons, are \$3.50; single upper berths in a stateroom can be had for \$1.00. Tickets on the certificate plan cost \$24 for round trip. Those desiring accommodations on this line should apply to A. A. Heard, General Eastern Passenger Agent of the Lehigh Valley road, 355 Broadway; telephone, 2500 Franklin.

Additional information may be obtained from the nearest member of the Committee on Transportation, as follows: S. A. D. Sheppard, Boston, Mass.; A. E. Ebert, Chicago, Ill.; Chas. G. Merrell, Cincinnati, O.; Chas. M. Ford, Denver, Col.; Wm. M. Searby, San Francisco, Cal.; Wm. A. Fost, St. Paul, Minn.; Max Samson, New Orleans, La.; Caswell A. Mayo, New York City; S. P. Watson, Atlanta, Ga.; Dr. H. M. Whelpley, St. Louis, Mo., and Chas. Caspari, Jr., chairman, Baltimore, Md.

Suggestions for Papers for the A. Ph. A. Meeting.

Accompanied by a printed slip inviting subscriptions for N. A. R. D. Notes at 50 cents each, the members of the American Pharmaceutical Association are receiving from Thomas V. Wooten, chairman of the Commercial Section, letters worded as follows:

DEAR SIR, We are in need of a few more papers to complete the Commercial Section's contribution to the success of the approaching convention. Knowing your desire to make the work of this section valuable to the American Pharmaceutical Association and the druggists of America, and feeling sure you are willing to aid us in our efforts to this end, we request that you contribute a short article on some commercial subject in which you feel an especial interest. Your compliance with this request will be a favor not only to the officers of the section but to the hundreds of members who look to the association for help, for guidance and for inspiration.

As the time is short between now and the meeting, we have thought it best to suggest a few topics which—even if you cannot use one of them—will be helpful in suggesting others from which to select. There is still plenty of time for you to put into a short paper the results of your experience, your observations and your convictions as to the best method of improving the commercial status of the retail pharmacists of our country.

Do not deem it necessary to write a long article. Such articles are appreciated none the less by reason of their length, but some of the most helpful papers contain only a few well-considered paragraphs. What we want is the *meat* in the coconut, the method used in 'breaking the shell being of minor importance.

Hoping to hear from you at once, promising to write a paper, and thanking you in advance on behalf of my fellow officers and myself for your help, I am

Fraternally yours,

THOS. V. WOOTEN, Chairman.

The following are the "few topics" mentioned in the foregoing letter:

1. What in your opinion is the greatest of all obstacles to the commercial welfare of the retail pharmacist? What is the best method of removing this obstacle?
2. Is the practice of self-dispensing by physicians increasing or diminishing? To what extent are the reputable manufacturers of pharmaceuticals blamable for this practice?
3. What is the best means of preventing physicians from prescribing Never-say-die-line and the thousand and one secret remedies (?) physicians are talked into using by smooth-tongued canvassers, which preparations druggists—at much trouble and financial loss—are compelled to stock? Has the distribution and use of the epitome of the National Formulary been of advantage to this end?
4. Has the plan of druggists holding conferences with their physicians in a body been tried in your city? If so, with what results?
5. Is it your observation that co-operative manufacturing by pharmacists is a success?
6. Aside from ethical considerations, is it your belief that the selling of just-as-good preparations in lieu of advertised proprietaries, when the latter are demanded, is good business policy?
7. Does not the plan of druggists adopting a mutually satisfactory schedule of prices for the selling of counter goods, as well as proprietaries, materially increase their profits? Has this plan been tried in your community? (See copy of schedule recommended by N. A. R. D. sent you under another cover.)
8. Would a reduction in the number of drug stores, by combining two or more under one management, yield better financial returns, and is this plan feasible in ordinary conditions?
9. What is the best means to prevent the multiplying of drug stores whereby the number of clerks is decreased to the disadvantage of the older stores, no financial advantage being gained by the proprietors of the new unneeded stores, they being better off as clerks?
10. To what extent would the teaching of a comprehensive business course in the various colleges of pharmacy lessen the number of druggists leading a hand-to-mouth existence, making no money themselves and preventing others from doing so?
11. Does not the handling of a considerable number of side lines, scattering as it does the energies of the druggist, tend to hurt rather than to help his business?
12. Determined by your own experience and observation, what side lines are at the same time most profitable and detract least from the business of filling prescriptions and dispensing drugs and medicines?
13. What are the most effective means of creating a demand for one's own remedies?
14. Would not co-operative window dressing be advantageous to druggists, lessening the expense and making it possible for druggists to use to better profit windows for which they pay heavily?
15. What is the best means of inducing druggists to leave their stores and mingle more with men in the outside world so as to become less unapproachable on business propositions vitally affecting their own interests?

The address of the chairman is Thomas V. Wooten, 79 Dearborn street, Chicago.

Colored Pharmacists Organize.

The colored pharmacists of Virginia met in the home of Dr. J. M. Benson, 26 West Leigh street, on June 25, and perfected an organization for their mutual advancement throughout the State. The following officers were elected: President, George A. Thompson, Richmond; first vice-president, W. S. Fields, Petersburg; second vice-president, E. J. Bass, Portsmouth; secretary, James E. Jackson, Richmond; treasurer, N. T. Pannell, Staunton.

This organization will be known as the Virginia Association of Colored Pharmacists. The register to date is as follows: George A. Thompson, W. S. Fields, E. J. Bass, J. M. Benson, N. T. Pannell, W. H. Smith, Mrs. N. F. Benson, James E. Jackson, Southall Bass, R. B. Stewart and P. M. Briggs.

THE BISHOP'S BEER CASE.

Ohio Druggists Are Anxious to Know if the Decision in This Case Affects Sale of Spirituous Preparations by Druggists—Status of Druggists Under the Dow Law.

(From our Regular Correspondent.)

Cincinnati, July 21.—Prof. Theodore Wetterstroem, of this city, the secretary of the Ohio State Pharmaceutical Association, not being informed as to which is the proper source of authority, has addressed an official inquiry to the Ohio State Supreme Court asking for further light upon the decision in the "Bishop's Beer" case. Through the inquiry a situation of more than State interest and of very serious moment to all the druggists throughout the State has developed. Secretary Wetterstroem, and the members of the Ohio State Association generally, are anxious to ascertain if the decision recently rendered by the Supreme Court would affect the sale of malt extracts, tinctures, spirits and preparations by regularly licensed druggists. In the decision nothing was said as to the sale of syrups at soda water stands. When Secretary Wetterstroem's inquiry was received there was no one in the office of the Supreme Court vested with authority to decide the question involved, and the matter is at present in abeyance. The whole subject will probably have to be determined by the Attorney-General through a formal request of the State Auditor or the State Dairy and Food Commission.

DRUGGISTS UNDER THE DOW LAW.

Under the Cain law of 1902 the Food Commissioner is authorized to look up persons who are selling liquors without first paying the Dow tax and place their names on the duplicate. It was through such a proceeding that the action which brings to the surface the present question was brought by State Auditor Guilbert, in the name of the State, against Auditor T. J. Kauffman, of Montgomery County, which resulted in a decision that the sale of "Bishop's Beer" was taxable. Under the present Dow law druggists are exempt, providing that they sell liquor only upon the bona fide prescription of a physician. The official opinion of the Supreme Court in the matter was as follows:

"The Court: Revised Statute, Sec. 4364-9, imposes a tax upon the business of trafficking in any intoxicating liquors, and also on the business of trafficking in spirituous, vinous or malt liquors. The generic term, 'malt liquors,' includes both non-intoxicating and intoxicating malt liquors. The statute was declared to be constitutional in *Adler vs. Whitbeck*, 44 O. S., 539, and in *Anderson vs. Brewster*, 44 O. S., 476, 481. The petition, therefore, states facts sufficient to warrant the relief prayed for, and the demurrer is overruled and a peremptory writ of mandamus is awarded as prayed. Peremptory mandamus awarded.

"Burket, C. J., Spear, Davis, Shauck, Price and Crew, J. J., concur."

"The generic term 'malt liquors' includes both non-intoxicating and intoxicating malt liquors." If it should be held that malt extract, tincture and spirits come under the head of "malt, spirituous or vinous liquors," it seems that every druggist in the State might be taxed under the Dow law, unless the purchaser was armed with a bona fide prescription from a reputable physician.

THE CONSUMPTION OF SPIRITUOUS PREPARATIONS AT THE SODA FOUNTAIN.

According to Cincinnati druggists, many people drink tinctures and diluted essences of peppermint, Jamaica ginger, cinchona and like preparations as a beverage, making the purchase at soda fountains. Since the enactment of the Beal Prohibition law druggists in "dry" towns are said to have gone extensively into the liquor business, selling whisky diluted with peppermint, quinine or Jamaica ginger as tonics and carminatives. They have been until this time regarded as clear evasions of the law. The brewers tried the same device with 2 per cent. beer, known as "Swankey," "Minkey," "Bishop's Beer" and "Beal Beer." They have been stopped, and now the question arises as to what to do with the drug stores. It is officially established that many preparations contained as much as 43 per cent. of alcohol by volume, and that thousands of people drink the stuff as a mild substitute for whisky.

A decision on the articles named by Secretary Wetterstroem, in his official communication under the head of "malt, spirituous or vinous liquors," would have a tremendous effect throughout the State. If every drug store was made to pay the Dow tax the revenue to the State would be enormous.

FABER OFF THE BOARD.

The Secretary of the Eastern Branch Withdraws from a Trying Position—Had Been Subjected to Constant Criticism—East Side Druggists Not Placated in Appointment of Successor—Talk of Mandamus Proceedings to Correct Alleged Irregularity in Appointment of C. S. Erb.

Sidney Faber, of New York City, is no longer a member of the New York State Board of Pharmacy. His resignation was accepted on July 15 by the president of the board, Dr. Albert H. Brundage, of Brooklyn, who on the same day appointed Charles S. Erb, of 121 Amsterdam avenue, Manhattan, to succeed Mr. Faber for the latter's unexpired term. At the time of his resignation Mr. Faber was secretary of the Eastern Branch of the Board of Pharmacy. He was formerly general secretary of the State Board from the beginning of its duties in 1901 until early this year, when he was succeeded in that position by Warren L. Bradt, of Albany. Mr. Erb qualified as a State official; the books of the secretary were audited by Messrs. Bradt and Diekman on July 21, and on that day the transfer of office was completed. A meeting of the Eastern Branch of the board has been called for 3 o'clock this afternoon, at the New York College of Pharmacy, to elect a secretary in place of Mr. Faber, and indications are that the choice will be Mr. Erb.

RESIGNATION A GREAT SURPRISE.

Mr. Faber's resignation came as a great surprise, not only to pharmacists in this section but throughout the State; and in the absence of any explanation from Mr. Faber, save that he had "strong and sufficient reasons," his withdrawal has given rise to much speculation as to the real actuating cause or causes. When seen by a representative of the *AMERICAN DRUGGIST*, he said that he felt he owed the pharmacists of the State an explanation; that he was ready to explain and would do so at the proper time. His letter of resignation, he said, gave his reasons fully, but official etiquette prevented him from making that letter public until the session of the board met and named his successor as secretary.

CRITICISM OF THE BOARD.

It may be accepted as a fact, nevertheless, that Mr. Faber resigned because he was dissatisfied with the methods, policy and workings of the State Board of Pharmacy. That, in a nutshell, was the chief reason. He believes the board should be free from college influence; that its members should not be identified—at least to the extent that some members of the Eastern Branch are—with colleges of pharmacy. Under existing conditions the possibility of favoritism being shown to students is, in his estimation, too great. Furthermore, he believes the present system of passing upon or rating examination papers of students is entirely wrong, in that the names of students are known to those who look over their papers. He urged upon the board a system whereby this feature might be eliminated. He wanted the names detached from the papers before they were rated, suggesting that a numbering system be adopted. His suggestion was turned down. The examinations themselves, he thinks, could be much improved, and he cited one instance where more than a dozen corrections had to be made before the paper was fit to submit to the candidates. These are some of the reasons in detail, which, coupled perhaps with the fact that he has received more or less sharp criticism for the manner in which he has performed his duties as secretary, led to his resignation. He contemplated resigning for some time, but kept thinking that a better state of affairs would come about. It was only after he had abandoned all hope of a reform in the board's methods that he took the final step.

MR. ERB HAPPY OVER HIS APPOINTMENT.

Mr. Erb since his appointment has been in receipt of congratulations from all over the State, and when called upon by the *AMERICAN DRUGGIST* representative was in a very happy state of mind. He greatly appreciated the honor and would, of course, perform his new duties to the best of his ability. For several months past he had been urged to accept an appointment to the board in Mr. Faber's place, but said he had refused because he considered Mr. Faber a valuable member of the board, and wished him to remain as long as possible. When the latter resigned, however, and President Brundage appointed him as Mr. Faber's successor, Mr. Erb said there was no alternative but to accept. He accepted the appointment prepared to perform the duties of secretary if that position should be offered

him. In reply to a question as to what his policy would be as a member of the board, and possibly its secretary (of the Eastern Branch), Mr. Erb said that as a State official it would be his duty to enforce the law and to co-operate to that end with his fellow members of the board. The provisions of the statute were plain and penalties were prescribed for violations, which on conviction would have to be imposed. He believed, however, that in every case where a doubt arose the benefit of the doubt should be given to the pharmacist.

MR. ERB REPRESENTS THE GERMAN APOTHECARIES' SOCIETY.

While the State Pharmacy law was amended some time ago so that the representation on the Eastern Branch of the board is no longer confined to certain pharmaceutical associations, Mr. Erb's selection may be regarded as an appointment from the German Apothecaries' Society, inasmuch as he is a member of that organization, as is Mr. Faber, his predecessor. Mr. Erb is also president of the Manhattan Pharmaceutical Association, Messrs. Bigelow and Diekman being members of that organization, too. As previously stated, the newly appointed member of the board is looked upon as the most likely candidate for the secretaryship, although both Dr. Diekman and Mr. Muir are mentioned in that connection. It is said to be doubtful, however, if either of these members of the board would accept the position, owing to their connection with the New York and Brooklyn colleges of pharmacy, respectively.

TALK OF MANDAMUS PROCEEDINGS.

Like other acts of the Board of Pharmacy in the past, this appointment is seemingly not going to pass without some question being raised as to the legality of the action taken by President Brundage. The president himself accepted Mr. Faber's resignation and named his successor. It is understood there is now a possibility of mandamus proceedings being instituted to compel him to call a meeting of the local branch to accept Mr. Faber's resignation. Not a few pharmacists, particularly on the East Side, are surprised that the whole thing was done so quickly and that so much secrecy surrounds the affair. Furthermore, it is plain that considerable dissatisfaction exists among the Hebrew element that the vacancy was not filled from among their number, so as to give them representation on the board. As to the legality of President Brundage's action, Messrs. Steiner & Petersen, counsel to the board, rendered the following opinion:

OPINION OF COUNSEL.

An examination of the statute which creates your board on the question submitted to us as to the right of the president to accept a resignation of a member of the board without calling a meeting of the board for that purpose, causes us to conclude that under sub-division 6 of section 190 of the act in question the president has the right to accept such a resignation and to fill the vacancy by appointment to be effective until the next annual election in the section wherein the member whose office has become vacant resided. Of course such appointment must be confined to an eligible pharmacist residing in such section. You are therefore advised by us to so accept the resignation and make the appointment.

As soon as it was learned by members of the New York Retail Druggists' Association—the East Side organization—that Sidney Faber had resigned and Mr. Erb had been appointed to succeed him, Abraham Bakst called up Dr. Brundage on the telephone. According to a prominent member of the association, Mr. Bakst asked Dr. Brundage why he had not appointed some one from the East Side pharmacists. Dr. Brundage replied that he knew of no one whom he could have appointed, except Joseph Weinstein, and he had been told that Mr. Weinstein, when he was a candidate for election to the board last spring, had had the nomination forced upon him against his wishes. Mr. Bakst said that he had evidently been misinformed, and inquired why Dr. Brundage had not taken the trouble to ascertain the facts instead of taking such a statement second hand, to which Dr. Brundage replied that it was then too late anyway to do anything, since he had already named Mr. Faber's successor.

EAST SIDE PHARMACISTS ARE DISSATISFIED.

However that may be, it is a fact that feeling runs high among the East Side pharmacists. They constitute, it is estimated, fully 40 per cent. of the total number of pharmacists in the boroughs of Manhattan and the Bronx, and feel that they are entitled to representation, by at least one member, on the local branch of the State Board. There has always been more or less friction ever since the board was created between this element and the State body. Some have even gone so far as to charge the board with discrimination against this class in the prosecution of East Side pharmacists. In some quarters the ignoring of the large Hebrew element in pharmacy in this section, when there was an opportunity to give it representation on the board, is considered bad politics to say the least, and it would not be surprising if it leads to more friction and to a bitter contest at next June's election.

"The appointment of one of our number to the board," said a prominent East Side pharmacist, "would have been a courteous and considerate act which, more than anything else, I think, would have served to bring about much better feeling between Hebrew druggists and the Board of Pharmacy, and would have led to harmony rather than friction."

Chemical and Pharmaceutical Arts at the St. Louis World's Fair.

In chemical and pharmaceutical arts the universal exposition at St. Louis next year will afford opportunity for manufacturers, both of the product and the machinery for the production of chemicals and drugs, to make an exhibit that will be splendidly representative of this great industry.

Great care has been given to the preparation of the classification of this group, which embraces exhibit classes 102 to 126, inclusive. A perusal of the classification which follows is convincing of its comprehensive character:

GROUP 23.—CHEMICAL AND PHARMACEUTICAL ARTS.

- (Equipment, processes and products.)
- Class 102. Laboratory apparatus and utensils; enamellers' lamps, blow pipes; presses, drying ovens, filters, electric furnaces.
 - Class 103. Apparatus and instruments for making industrial and commercial analyses.
 - Class 104. Equipment and processes used in the chemical treatment of animal substances, with their products; superphosphates, soaps, candles, glycerin.
 - Class 105. Apparatus and processes for the production by electrolysis of hydrogen dioxide, chlorine, hypochlorites, chlorates, soda, bleaching materials, and various other chemicals.
 - Class 106. Equipment and processes used in the manufacture of vegetable essences, varnishes, commercial rubber, substitutes for India rubber and articles of gutta percha.
 - Class 107. Equipment and processes used in treating the mineral substances used for lighting, heating and lubrication; coal, shale, petroleum, ozokerite, etc.
 - Class 108. Equipment and processes used in treating waste water from factories (by chemical or electrical methods) with a view of permitting their return to water courses.
 - Class 109. Equipment for charcoal works and the production of various derivatives; methylated spirit, acetone, acetic acid, tar.
 - Class 110. Apparatus and processes for the compression and liquefaction of gas. Liquefied gases.
 - Class 111. Apparatus and processes for the manufacture of artificial textiles.
 - Class 112. Appliances and processes used in the manufacture of pharmaceutical products.
 - Class 113. Acids, alkalies, salts of every kind. Sea salt and products of the treatment of the mother waters.
 - Class 114. Refined sulphur and derivatives from sulphur.
 - Class 115. Equipment and processes used and the products obtained in the manufacture of phosphorus and matches.
 - Class 116. Hydrogen dioxide: ozone.
 - Class 117. Various products of chemical industries: tanning materials, waxes, essential oils, glue and gelatine; perfumes and extracts; disinfectants, various glazes, printing ink, blacking.
 - Class 118. Commercial India rubber: gutta percha.
 - Class 119. Dye stuffs, paints, pigments, varnishes and fillers.
 - Class 120. By-products obtained from the treatment of mineral substances used for lighting, heating and lubrication. Refined petroleum and paraffin.
 - Class 121. Products of charcoal burning.
 - Class 122. Alcohols modified for industrial purposes.
 - Class 123. Equipment and appliances for producing calcium carbide, and for the liberation and use of acetylene gas.
 - Class 124. Artificial textile fabrics.
 - Class 125. Raw materials of pharmacy: drugs, simple and compounded.
 - Class 126. Explosives, pyrotechnics, bombs, signals: ammunition of all forms.

There were few exhibits of chemicals at the Chicago World's Fair in 1893. They were there classified under the head of "Manufactures." At Paris, in 1900, the growth and development of the chemical industry was shown by many interesting exhibits, the United States having 34 exhibitors. There, for the first time, the great and growing importance of chemistry as a factor in the industrial life was fully recognized by its classification in liberal arts, a step in advance of manufactures. France, with her characteristic progressiveness, made a most interesting display, which should certainly be eclipsed by the manufacturers of the United States in 1904. The historical exhibits at Paris were not the least in interest. There was the balance of Lavoisier, the products of Chevreul, the apparatus of Gay-Lussac, and the products of the investigations by Sainte-Claire, Deville, Berthollet and Molissan, all of exceeding interest to the general public and to the student of chemistry. France and Germany will be fully represented in these lines at St. Louis, and there is every incentive for the American chemist-manufacturer to show the world how far advanced is the United States in the chemical and pharmaceutical arts.

The chemical industry and pharmaceutical arts comprise the largest group in the Liberal Arts Department. It is designed by Col. John A. Ockerson, chief of the department, to have as much of the machinery and processes in this exhibit in operation as possible. Electric power, water and gas are in the great Liberal Arts Palace, one of the largest and most beau-

tiful of the exhibit buildings, and readily obtainable. It will be possible, therefore, to actually show the processes used in treating waste water from factories, the method of compression and liquefaction of gases, and the making of artificial textile fabrics, the making of pills, of paint grinding and all other classified proceedings.

The enormous production of drugs and pharmaceutical products of all kinds in this country find representation in Group 23, not only in the raw material of pharmacy, the equipment of the manufactory, but the product, both simple and compounded.

A PHARMACIST ART LOVER IN EUROPE.

Horatio N. Fraser Speaks of His Experiences in Italy.

AMONG the passengers who sailed from New York for Europe on the steamship *König Albert* on May 9 was Horatio N. Fraser, former treasurer of the College of Pharmacy of the City of New York, president of the Fraser Tablet Triturate Mfg. Company, and head of the firm of Fraser & Co., of New York and Chicago. Notwithstanding the fact that Mr. Fraser in leaving America had deliberately determined to get away from pharmacy and things pharmaceutical, it was but natural that one so long and so closely identified with pharmacy as he has been should see something of pharmaceutical interest in Italy, where he spent the greater portion of his time; and in the course of an interview with a representative of the *AMERICAN DRUGGIST*, upon his return a few days ago, Mr. Fraser told of his observations as follows:

"I really have nothing to tell you," said Mr. Fraser, "about pharmacy in Europe, for I went abroad to get away from pharmacy. Our first stop was at Gibraltar, where we spent a few hours ashore inspecting the magnificent system of modern defenses now being erected there by the British to further strengthen the older fortifications. Next we landed at Naples, the most impressive feature of which was the hordes of beggars and the general untidiness. There seems to be a shiftlessness about the Neapolitan which differentiates him from the inhabitants of other portions of Italy. It is from Naples that the major portion of our Italian immigrants come, and as they represent the lower classes almost exclusively, and come from the least enterprising section of Italy, it is not to be wondered at that we Americans hold the Italians in rather low esteem. As a matter of fact, the Italians throughout the rest of Italy impressed me as being energetic, wideawake and economical, and altogether an excellent class of citizens, who under a permanent economical and favorable form of government would, in the course of a few generations, raise Italy to the high rank among the powers that it occupied aforetime under the Roman emperors. It is the errors of government and not the fault of the mass of the people which is responsible for the present unfortunate condition of Italy.

"At Sorrento even, which is only just across the bay from Naples, there is a marked improvement in the character of the population. Here, by the way, on a little side street, I came across a little apothecary's shop, the front room of which was probably not more than 15 feet square, with the shelves filled with jars, each of which was a beautiful specimen of old Italian Faience ware in blue and white, perfect in outline and color, and bearing labels in quaint old Latin giving the names of the contents, which were for the most part crude drugs, some in questionable condition. Three sides of the shop were occupied with dark shelving bearing these beautiful Faience jars, the liquids being kept in stock bottles of awkward German make, mostly pints, along the lower shelves, which were partially hidden by a little counter running across the center of the room. Although the pharmacist spoke but little English and I less Italian, we managed to carry on a conversation in a combination of 'pidgin' English and sign language, through which I gathered that the business was not a very large or profitable one. It is hardly necessary to say that I strongly coveted the possession of the beautiful Majolica ware, but as I learned later in conversation with Mr. Evans, who conducts the principal English pharmacy in Rome, the proprietor firmly refuses to part with any of his art treasures, though they are widely known and many efforts have been made by connoisseurs to purchase the jars. It is possible, of course, that similar jars may be found in some of the remoter villages; but as I was primarily interested in the large art galleries I had no opportunity, nor indeed time, to make any systematic search for them.

"Sorrento itself is ideally beautiful, perched on a rocky promontory overlooking the beautiful bay of Naples, with Vesuvius rearing itself in the distance. The Hotel La Tramontane is delightfully situated, facing the bay, with gardens in the rear filled with orange and lemon trees in full fruit, almond, eucalyptus and the great variety of sub-tropical plants in bloom. Sorrento was the birthplace of the poet Tasso, and

the room I occupied was immediately above what was once the living room of the poet himself, the hotel having been built upon the foundation of the old house, dating back to the beginning of the Christian era. It seems to be not at all unusual for the Italians to rebuild on the foundations of very old houses in this way.

"In Rome, the next city which I visited, I only called at one pharmacy—namely, Mr. Evans'—which is located on the Via Condotti, near the heart of the city. Mr. Evans, the proprietor, has been engaged in business in Rome for a quarter of a century, having formerly been employed by the Italian pharmacist whom he eventually succeeded in business. The fittings of the store were in some dark wood—mahogany, I think—and resembled somewhat the fittings of the average better class pharmacy in London of 20 years ago. Mr. Evans carries a very varied stock of sundries and specialties, though he did not appear to do a very large business in this line, his principal business being in the line of legitimate drugs and prescription work, in which he had a very large and profitable business. While I did not inquire specifically in regard to the price of prescriptions, I incidentally learned the price of one or two, and they seemed to be about the same as would be charged for the same prescriptions in New York. I believe I said I did not go into any other drug store in Rome except Evans'. This is not exactly correct, as I saw the interior of some other stores; but Mr. Evans was the only pharmacist with whom I had any extended conversation. In many of the smaller stores I found signs reading, 'English spoken here,' but upon inquiry I was always so unfortunate as to find that the English speaking clerk had 'just gone out to luncheon'—sometimes with a singular disregard for the ordinary luncheon hour. As far as my observation went—and you must remember that I was not studying drug stores—there are two kinds of drug stores in Italy, one being the old fashioned herbalist's shop, which is practically unknown in the United States, and the other a pharmacy such as is found in England in the larger cities, and resembling somewhat my own New York and Chicago stores, save that in Italian stores they carry a stock of patent medicines, etc., which they are at no pains to conceal, though they do not exploit them in the show windows as is the custom in some of our American stores. In the old fashioned herbalists' shops the methods are still in vogue which have been in use for a century or more, the written labels for prescriptions being tied around the bottles by means of a string and a wad of paper serving in lieu of a prescription cork. The modern stores, however, are conducted as are the prescription stores in the United States.

"Mr. Evans' store has a frontage of about 20 feet and a depth of 60 or 70 feet, with a very large L, which makes the store equal in area to one 60 feet deep and 40 or 50 feet frontage. The location is excellent for trade purposes, one of its advantages being its proximity to the office of Dr. Baldwin, who is the most popular practitioner in the English-speaking colony, with a practice of probably \$30,000 a year.

"I think the finest drug store in Italy—at all events the finest one that I saw—was in Florence, this being the store of Mr. Roberts, an Englishman, who has a large, well appointed, but rather an old fashioned looking pharmacy, in which he does an excellent business, and judging from the price of an ointment he put up for one of my traveling companions he gets about the same prices as we get in New York. This Mr. Roberts appears to be very successful, and stands high in the esteem of the community.

"In Venice I dropped into an Italian pharmacy, about half a block distant from the Plaza of St. Mark's, and purchased a quarter's worth of rochelle salts, receiving about 4 ounces, which was put up in an ordinary grocer's manila bag, the top being rolled over and tied just as a grocery clerk here would tie up a bag of coffee. This store was fitted up rather nicely, the fittings suggesting a combination of the old fashioned Italian and the modern English drug store. They carried quite a large stock of proprietary medicines and displayed a considerable number of American proprietaries.

"Milan is the headquarters for the wholesale drug business of Italy. The city seems to have decided advantages as a distributing center over the other Italian cities. From Milan I went by way of Basle to Paris, where I stopped two days visiting, among other places, the Cluny Museum, where I saw a beautiful antique mortar of large size and handsomely mounted in a picturesque setting. I was so pleased with the artistic arrangement of the antiquity that I decided to have a complete drawing made of it, with a view of reproducing the piece entire for display in our Chicago branch establishment. The Cluny Museum being a Government institution, and the convenience of the public being paramount with its officers, this was easily arranged for; in fact, the sketches and plans have come to hand through the New York Post Office since my return. The mortar which will be the crowning ornament of the structure was picked up in Florence during my stay there, and

is an unusually fine specimen of antique work in this line. It is of bronze, and embellished with figures and scroll work in relief.

"In London I met the manager of 'Squire's,' and saw and admired that pharmacy, which is very simple indeed in its fittings, and impresses one as being conducted in an ultra-ethical manner.

"As I have said before, my journey was not a pharmaceutical one. I went abroad to visit the principal art galleries of Italy, from which I derived a great deal of instruction and pleasure. It is true that we have some old masters in this country, but as a rule they are poor examples and do not give any adequate idea of their best work. The Italian artist of to-day is not the peer of his predecessors; in fact, we have much better landscape artists here than any of the moderns in Italy, at least so far as the works that I have seen are concerned, and I visited all the principal galleries. In London I had opportunities of viewing the Wallace and Tate collections, much to my gratification; but this, of course, does not interest the pharmacist as such. You can readily imagine, however, that as busy as I have been for the last 30 years with different phases of pharmacy, it was a great pleasure to me to get entirely outside of this region, and I can assure you that I kept away from pharmacies and pharmacists as much as I could. In some respects this entailed a loss, as I have some very warm friends in London; but I knew that if I once began the round among my pharmaceutical friends I should never be able to get back to America on schedule time."

ASSOCIATION MEETINGS.

The Iowa Pharmaceutical Association.

The twenty-fourth annual meeting of the Iowa Pharmaceutical Association was held in Council Bluffs during the three days of July 14, 15 and 16. Howard S. Baker, the retiring president, made the customary annual address, and in it urged the association to procure an amendment to section 3589 of the Pharmacy law, to make it compulsory for graduates of the State University and the graduates of other colleges or schools of pharmacy to take the examination prescribed by the State Board of Pharmacy before being admitted to registration as pharmacists. The law as it stands provides that graduates of pharmacy holding a diploma from the State University, or from any school or college of pharmacy requiring a course of study and laboratory work equivalent to that prescribed by the said State University in its catalogue for the year 1897-1898, may be registered without examination.

In support of his recommendation, President Baker said that the evils of the law as presently in operation were evident on every side. Under the section in question the Board of Pharmacy was compelled to issue certificates to any and all applicants who showed a diploma from the State University of Iowa, or any college throughout the country which alleged its standard as a pharmacy school to be equal to that of the State University. The State board was thus constituted a judge of the standard of schools all over the continent and not judges of the applicant's ability to practice pharmacy for the safety of the public. The result of this anomalous condition of things, according to President Baker, was the enforced registration of many applicants who never had a day's experience in the drug business. President Baker also recommended the repeal of that section of the State pharmacy law which provided for the payment of an annual registration fee. He considered it unreasonable to impose a tax of this kind, as it appeared to him to be on the same principle as that of an institution of learning charging its graduates \$1 a year for a renewal of their diplomas, which, of course, would be, he said, a gross imposition.

In accordance with President Baker's recommendation the association passed a resolution advocating the requirement of four years' preparation by all candidates for pharmacists' certificates, same only to be secured after examination by State Board of Pharmacy only. Two of the four years may be in a recognized school or college of pharmacy, but two must be in a drug store. The association will endeavor to have the State Legislature amend the present pharmacy law to meet this requirement. Prof. Wilbur J. Teeters, of the Iowa State University, assured the association that the university would make no opposition to the law being so amended.

At the election of officers to serve for the ensuing year retiring President Baker was renominated, and many of his friends were anxious that he stand for re-election, but Mr. Baker withdrew, and the following were chosen: President, Mayor Dell G. Morgan, Council Bluffs; first vice-president, George M. Pederson, Harlan; second vice-president, J. M. Lindlay, Pomeroy; secretary, Fletcher Howard, Des Moines; treasurer, J. B. Webb, De Witt.

Executive Committee—E. B. Tainter, Carroll; F. J. Gressler, Chapin; E. H. Brown, Council Bluffs.

Delegates to American Pharmaceutical Association—Gus Scherling, Sioux City; Prof. Wilbur J. Teeters, Iowa City; Fletcher Howard, Des Moines; Howard S. Baker, Sioux City; F. J. Gressler, Chapin.

Delegates to National Association of Retail Druggists—E. B. Tainter, Carroll; George M. Pederson, Harlan; Dell G. Morgan, Council Bluffs.

The Tennessee State Druggists' Association.

The Tennessee State Druggists' Association held a large and enthusiastic meeting at Monteagle, July 15, 16 and 17, this being the eighteenth annual convention of the organization. Excellent papers were read by several of the members, and a symposium was held on the subject, "Can a pharmacist manufacture his own nonsecret preparations with financial success to himself?" C. N. Greve, of Chattanooga; J. Goldbaum, of Memphis, and Ira B. Clark, of Nashville, read papers on the subject, and it was discussed by a number of the members. A. B. Raines, of Columbia, presented an interesting paper on "The best method of preparing and preserving syrups of iron iodide and hydriodic acid." Other papers submitted were: "Practical suggestions upon the business side of pharmacy," E. L. McDonald, of Lebanon; "Relative status of pharmacy as a business and profession," E. W. Holcombe, of Monteagle; "What are the best methods of advertising that can be adopted by retail druggists?" R. W. Vickers, of Murfreesboro; discussed by J. D. Goldbaum, of Memphis, and E. W. Holcombe, of Monteagle; Why a druggist should handle grape juice and how make it pay," F. W. Smart, of Bellbuckle; discussed by Moses Cook, Nashville.

At the closing session officers were elected, as follows: President, J. H. Wilson, of Martin; first vice-president, Ira B. Clark, of Nashville; second vice-president, Ed. G. Butler, of Hollow Rock; third vice-president, S. F. Dorris, of Tracy City; secretary, E. F. Trollinger, of Bellbuckle; treasurer, D. J. Kuhn, of Nashville.

At the banquet on Friday evening covers were laid for 66 and an elaborate menu was served. E. W. Holcombe was toastmaster, and responses were made by President Wilson, B. H. Iwell, of Clarksville; G. W. Drake, E. F. Trollinger, Mr. Kelton, of Nashville, and Dr. George Summey.

This meeting of the association was the largest and most successful ever held.

THE TENNESSEE BOARD OF PHARMACY.

An examination was conducted by the State Board of Pharmacy at Monteagle prior to the meeting of the association, and the results were announced during the sessions of the convention. Certificates as registered pharmacists were granted to W. T. Hammer, Bristol; Daisy I. Nichol, Nashville, and C. G. Gurney, Chattanooga. Certificates as assistant pharmacists were given T. Cooper Whitesides, Shelbyville, and Alvin H. Sims, Memphis. Assistants' certificates were allowed P. J. Murray, Jackson; C. A. Cook, Nashville; R. D. Beckham, Lawrenceburg, and A. B. McWilliams, Fayetteville.

The Maryland Pharmaceutical Association.

The twenty-first annual meeting of the Maryland Pharmaceutical Association began at the Plimhinmon Hotel, in Ocean City, on Tuesday afternoon, July 14. President J. Webb Foster, of Baltimore, read his annual address, and in the evening a banquet was held, at which toasts were responded to by Dr. A. R. L. Dohme, President J. Webb Foster and Dr. John F. Hancock.

The address of the president was favorably commented upon for its stimulating spirit and the fine fraternal feeling displayed in it. The following were among the recommendations contained in it: 1. Requiring manufacturers to place the dose on proprietary products. 2. Petitioning Congress to withhold patent protection from the name and product of new remedies and confine it to processes only. 3. Advising changes in the pharmacy and poison laws of Maryland. 4. Commending the National Association of Retail Druggists and recommending affiliation.

The session on Wednesday morning was occupied by discussion on amendments to the pharmacy law, though considerable routine business was also transacted. The secretary's and treasurer's reports were read and referred to special committees for consideration. The report of the treasurer, H. B. Rudy, showed a balance of over \$300 to the credit of the association. According to the report of Owen C. Smith, secretary, 20 members were dropped during the year for nonpayment of dues, while 31 new members have been elected since the last

annual meeting. Louis Schulze read an interesting report on trade matters. At the afternoon session Professor Base presented a paper on the Use of Commercial Glucose for the Preservation of Syrup of Iron Iodide, and showed that the decolorizing effect of glucose was due to the presence of sulphites as an impurity, and he advocated the use of hypophosphorus acid as a better preservative.

Of rather more than usual interest was the report of the Committee on Relations with Medical Societies, as made by Henry P. Hynson, of Baltimore, chairman. The report was rather discouraging. So far as an extension of relations with medical societies on the part of pharmaceutical organizations was concerned, the outlook was said to be not at all satisfactory, the experience of the committee leading them to suggest that no Committee on Medical Societies be appointed in future.

The report of the Committee on the President's Address was the first matter taken up at Thursday morning's sitting. The report congratulated the association upon the great value of the address and indorsed the fraternal feeling and stimulating spirit prevailing in its entirety. The recommendations requiring manufacturers to place the dose on proprietary products; that referring to the restriction of patents to processes only on new pharmaceuticals, and advising changes in the pharmacy and poison laws of Maryland were all indorsed by the committee, and the indorsements were accepted by the association. The recommendation that the association affiliate with the National Association of Retail Druggists was not supported by the committee and was ignored by the association. The committee making the report was composed of Messrs. Schulze, Hancock and Hynson.

The Committee on Nominations submitted their report at the fourth business sitting and the following officers were chosen to serve during the ensuing year: President, W. E. Brown, Baltimore; first vice-president, Owen C. Smith, Baltimore; second vice-president, A. Laparaille, Baltimore; third vice-president, Henry Howard, Montgomery County; secretary, Louis Schultz, Baltimore; treasurer, H. R. Rudy, Hagerstown. Executive Committee: H. L. Meredith, Hagerstown, chairman; Charles R. Morgan, Baltimore; Thomas Holland, Centreville.

At the closing session, on Friday, a resolution was adopted providing for the appointment of delegates to the annual meetings of the State associations of Delaware, New Jersey, Pennsylvania and Virginia. The association will pay the expenses of the delegates.

A committee was appointed to make examinations during the year of foods and drugs offered on the market for sale, and an appropriation made to defray the expenses of the committee. Dr. A. R. L. Dohme was appointed chairman.

The next meeting of the association will be held in Baltimore or vicinity in the second week of June, 1904.

Virginia Pharmaceutical Association.

The Virginia Pharmaceutical Association met in annual convention at Buckroe Beach, July 14, 15 and 16. A large attendance greeted President R. C. Petzold, of Newport News, when he called the meeting to order in the assembly hall of the Buckroe Beach Hotel. Routine business only was transacted at the first day's sitting. First Vice-President D. T. Mankin took the chair at the opening of the sitting on the second day, while President Petzold read his annual address, a timely document dealing with matters of special interest to the druggists of Virginia. The reading of the address was followed by reports from the various committees. Dr. George E. Barksdale, of Richmond, submitted an interesting paper on the present State poison law, in which he suggested a number of desirable changes in the law, finally offering the draft of an improved law along the lines suggested in his paper. The officers elected for 1903-1904 are: President, G. T. Mankin, Falls Church; first vice-president, T. Ashby Miller, Richmond; second vice-president, George M. Farrar, Clifton Forge; secretary, C. B. Fleet, Lynchburg; treasurer, Dr. A. W. Eley, Suffolk. Executive Committee: R. C. Petzold, the retiring president, Newport News; C. L. Wright, Petersburg; Richard Gwathmey, Richmond.

Governor A. J. Montague will appoint to the Board of Pharmacy one of the following five pharmacists: T. A. Miller, C. H. Lumsden, B. F. Hughes, E. L. Robey and W. W. Friend.

The next meeting of the association will take place on the second Tuesday of July, 1904, at Chase City.

The Colorado Pharmacal Association.

The fourteenth annual meeting of the Colorado Pharmacal Association, held at Cascade, in the Hotel Ramona, during the last week of June, was a success in every particular, and was the best attended meeting the association has held for a number of years. The minstrel show given Thursday night was a somewhat tame affair, but, all things considered, was as good

as could be expected, for the outfit never had a rehearsal; in fact, some of the stars never saw one another, much less a stage, till a few minutes before they put on their stunt. To the local and permanent secretaries is due all the credit for the good time and the large attendance, as well as the list of valuable prizes secured and given out to the successful contestants. By unanimous vote the association goes back to the Ramona next year. The meeting will be held the last week in June, same as this year. The newly elected president is Chas. J. Clayton, of Denver. Mr. Clayton has been Prohibition candidate for a number of important elective offices in the city and county, but so far his party has not had enough votes to win; he is a competent druggist, well thought of and self made in every respect. As treasurer, S. L. Bresler, of Denver, succeeds J. F. Fezer, of Greeley, who had held the position of treasurer ever since the organization was formed. Daniel Y. Wheeler, a traveler of many years' standing in the West, is the local secretary, re-elected, and C. E. Ward, of Denver, is the new secretary.

The Rhode Island Pharmaceutical Association.

The twenty-ninth annual outing of the Rhode Island Pharmaceutical Association was held at Warwick July 8. The first annual meeting of the Rhode Island College of Pharmacy was held at the same time and place. The semi-annual meeting of the Pharmaceutical Association was held first, President Gilbert L. Parker in the chair. Edward T. Cotton was admitted to membership. This was followed by the annual meeting of the College of Pharmacy, President James O'Hare in the chair. The reports of the treasurer and faculty were presented; they showed the school to be in a prosperous condition.

William O. Blanding offered to establish a scholarship which shall enable the student winning it to take a post-graduate course and qualify for the degree of Ph.G.

The following were elected members of the Board of Trustees: James O'Hare, Providence; A. W. Claffin, Providence; C. A. Gladding, Providence; A. J. Johnson, Jr., Pawtucket; W. O. Blanding, Providence; S. W. Himes, Phenix; Enoch W. Vars, Natick; A. W. Fenner, Providence; F. A. Jackson, Woonsocket; Benjamin F. Downing, Newport; H. A. Pearce, Providence; George C. Lyon, Providence; E. P. Anthony, Providence; George S. Morgan, Pawtucket, and P. J. Gaskin, Valley Falls.

President O'Hare was given a vote of thanks for his efficient work previous to the establishment of the college and since its institution.

Died.

BEARD.—In McComb City, Miss., on Sunday, July 12, Dr. J. A. Beard, in the sixtieth year of his age.

BEHRENS.—In Palenville, Catskill Mountains, N. Y., on Tuesday, July 14, Karl F. Behrens, of Brooklyn, N. Y., in the thirty-eight year of his age.

BISCHOFF.—In Buffalo, N. Y., on Monday, July 13, George S. Bischoff, in the forty-third year of his age.

CARTER.—In Shreveport, La., on Friday, July 10, Leon M. Carter, president of the Carter Drug Company.

COFFLAND.—In Wheeling, W. Va., on Wednesday, July 15, Louis Coffland, in the thirty-first year of his age.

DAY.—In Trenton, N. J., on Monday, July 6, Robert L. Day.

DIERING.—In Baltimore, Md., on Thursday, June 11, William Lewis Diering, in the twenty-sixth year of his age.

FRANCIS.—In Troy, N. Y., on Monday, July 6, William M. Francis, of the firm of Moncrief & Francis.

FRANK.—In Milwaukee, Wis., on Sunday, July 12, Herman O. Frank, in the forty-first year of his age.

GAUDELET.—In Newton, Mass., on Thursday, July 16, William O. Gaudalet, in the fifty-second year of his age.

GRANT.—In Petersburg, Ky., on Tuesday, July 14, Otto N. Grant.

KEESHAN.—In Cincinnati, O., on Monday, July 6, Michael F. Keeshan.

KUGLER.—In Duluth, Minn., on Friday, July 17, Ernst Kugler.

MAHONE.—In Hampton, Va., on Wednesday, July 8, Daniel Mahone, in the sixty-sixth year of his age.

SCHHEEL.—In Philippi, W. Va., on Thursday, July 9, Alfred E. Schheel, of Wheeling.

STAM.—In Crowley, La., on Thursday, July 16, William F. Stam, of Chicago.

STANTON.—In Philadelphia, Pa., on Saturday, July 11, Dr. John J. Stanton.

STILLSON.—In Norwalk, Conn., on Friday, July 10, George C. Stillson.

WARD.—At Winona Lake, Ind., on Thursday, July 9, Dr. Boswell Ward, of Indianapolis, in the seventy-third year of his age.

GREATER NEW YORK

Robert Gregory, L. A. Lotz and E. Falk are three new clerks in Milhaus' drug store on lower Broadway.

T. E. Delano, of the C. N. Crittenton Company, has returned from a visit to East Hampton, L. I.

Charles Bedell, one of the prominent retail druggists of Freeport, L. I., was in town last week. Mr. Bedell is quite an athlete and very popular with the "boys" of his town.

Boyce Elliott, who travels for the Fischer Chemical Importing Company in the Southern States, paid a visit to headquarters in New York a few days ago, and improved the opportunity to renew many acquaintances among the retail trade here.

The Bioplasm Company have moved from the St. James Building, at Twenty-sixth street and Broadway, to the Woodbridge Building, 100 William street, in which the New York Drug Trade Club is located.

The automatic fire sprinkler system in the laboratory of McKesson & Robbins, 91 Fulton street, was spontaneously put into operation during one of the extremely hot days last week, and considerable damage was done by the untimely flood.

Dr. Walter Bryan, assistant professor of materia medica, botany and pharmacognosy at the Brooklyn College of Pharmacy, has been appointed professor also of toxicology, physiology and hygiene, to succeed Dr. Albert H. Brundage, who resigned a short time ago.

Horace Porter, a druggist, of Fulton street and Seventh avenue, Brooklyn, and an expert swimmer, became exhausted at Coney Island one day last week and would have been drowned had not Capt. Rudolph Confield, chief inspector of the United States Life Saving Corps, swam to his rescue.

F. W. Kinsman, proprietor of the successfully conducted pharmacy at 125th street and Eighth avenue, New York, is a "down-easter," and spends his vacations in Maine. A \$5,000 cottage is now being built for him in the Roach River region, in that State.

Henry Miles, of Leeming, Miles & Co., Montreal, and managing editor of the Montreal Pharmaceutical Journal, spent a few days in the city recently at the New York office of the firm. Mr. Miles has quite recently returned to his desk at Montreal from a salmon fishing trip on the Bonaventure River, where he captured a very handsome string of fish, some weighing as much as 23 pounds.

Joseph Jacobs, of Atlanta, is now traveling in Europe, and several friends in this city have received interesting souvenirs of his travels in the shape of illustrated postal cards from Nuremberg, Carlsbad, etc. Although the journey was taken mainly for recreation, Mr. Jacobs has not lost sight of his interest in pharmacy, as among the souvenirs sent to New York friends were postal cards illustrating the mediæval pharmacy which forms a portion of the Germanic Museum, at Nuremberg.

The New Orleans Daily Picayune for July 6 contains a long and interesting account of the annual outing of the Parker-Blake Company, Limited, of New Orleans, which took place July 4. The party of employees occupied two coaches of a train which left New Orleans for Magnolia, Miss., over the Illinois Central Railroad, and a very festive day was spent at Magnolia with games, music, dancing and refreshments, all free.

Byron C. Gould, business manager of the M. P. Gould Company, drug store advertisers, of New York, left July 16 for a six weeks' fishing trip in Minnesota. Mr. Gould took his family with him, and they will visit friends in Indiana and Kansas before going to Minnesota. Mr. Gould is an expert shot with a rifle, having brought back with him from his Maine hunting trip last fall his full permissible quota of venison; but he wants to know the "feel" of the Minnesota mascalonges and bass.

Among those who visited the downtown drug district recently were: W. H. Arnold, of Chicago; E. A. Gilliland, of the Spurlock Neal Company, Nashville, Tenn.; J. Ferguson, of Ferguson Bros., Philadelphia; Mr. Thompson, of the Eastern Drug Company, Boston; Geo. B. Wray, of the Wray Drug Company, Yonkers, N. Y.; G. R. Voigt, of Jeffersonville, Ind.; E. Kircher, of Cincinnati; Albert Hart, of the Smith, Kilne & French Company, Philadelphia, and D. W. Bury, of the Montreal branch of Parke, Davis & Co.

The Westchester Pharmaceutical Society had an outing at Rye Beach a few days ago which was much enjoyed by the 25 members who attended. After disposing of a few minor business matters, the members enjoyed an excellent midday dinner at Leonard's Rye Beach Hotel, and games and other amusements filled in the afternoon. L. J. Schlesinger, T. Davis, U. Wiesendanger, and Messrs. Van Houten, Foster, Carnot, Houston, Stahl and Safford, of Yonkers, were among those who attended.

N. W. Hoffman, the general organizer of the N. A. R. D. for New York City, has left the metropolis for a brief sojourn in Connecticut. He is supposed to be away on vacation, but reports to hand from Middletown, Conn., indicate that he is not neglecting the interests of the trade. On July 21 the Middletown Druggists' Association was organized through his efforts, the towns of Cromwell and Portland being also represented in the membership. The officers of the new association are: George J. Buell, president; J. J. Murphy, vice-president; Randall Mathewson, secretary; Edwin J. McNulty, treasurer, and John R. Pitt, chairman of the Executive Committee. Mr. Hoffman is expected back in New York when the dog days are over.

In the private offices of Thomas Leeming & Co., at 73 Warren street, there has just been hung a very handsome caribou trophy of the chase, brought back from Newfoundland by Joseph Leeming, the senior member of the firm, secretary of the Proprietary Association of America. The coat is unusually light in color, being almost pure white. The antlers are very handsome, having a spread of nearly 5 feet and being unusually symmetrical. Mr. Leeming was unusually fortunate as he got only three shots, one each day on the last three days of the season, and brought down his game in each instance, all three of the caribou having very good antlers, though the one hung temporarily in the office was by far the best of the lot, being an unusually fine specimen.

S. V. B. Swann, secretary of the Manhattan Pharmaceutical Association, is interesting himself actively in the success of next year's meeting of the New York State Pharmaceutical Association, and has already taken steps to form a local entertainment committee. A call has been issued to "the members of the committees representing the five pharmaceutical associations in Greater New York," according to a statement which Mr. Swann has sent to this office, and a meeting will be held on Tuesday afternoon, July 28, at 3 o'clock, at the Brighton Beach Hotel, Brighton Beach, Coney Island, for the purpose of organizing a "local committee to entertain the members of the New York State Pharmaceutical Association at the meeting in 1904." Mr. Swann may be communicated with at 918 Sixth avenue, New York.

Among the new companies incorporated in New York City last week we note the following:

Sinis Tonic Company.—Object, manufacturing medicines; capital, \$15,000. Incorporators: Elbridge B. Sinis, Edward B. Perley, Roy H. Bent, all of Antwerp, N. Y.

American Tincture Company.—Objects, manufacturing drugs, etc.; capital, \$1,200. Incorporators: Frederick W. Brown, William W. Foster, Hubert M. S. King, all of New York City.

Weiss Chemical Company.—Capital, \$2,000. Directors: J. Saur, Stapleton, S. I.; K. Weiss, Hoboken, N. J., and H. C. Goldsmith, New York City.

East Side Druggists Meet.

At the last regular meeting of the New York Retail Druggists' Association the following officers were elected for the ensuing year: President, Joseph Weinstein; first vice-president, Peter Diamond; second vice-president, Joseph Bakst; recording secretary, Charles H. Klyachko; financial secretary, Samuel Bernstein; treasurer, Joseph Pick; trustees: Chas. Bernstein, L. Marmor and I. Frieman. Complaint was made at the meeting against the Board of Pharmacy's method of securing samples of drugs suspected of being below the U. S. P. standard. It was asserted that some of the members had absolute proof that certain drugs which the board had declared to be below standard did not come from certain stores said to have been the offenders. No formal action was taken on the matter, but the sentiment of the meeting was that the board should exercise more care in the collection of samples.

The Maine Board.

The Board of Pharmacy of Maine recently granted certificates to the following: George B. Gunn, Uxbridge, Mass.; Evan

G. Goodale, Falmouth, Mass.; Walter M. Coombs, Bath; Richard G. Raymond, Cumberland Mills; J. Raymond Kittredge, Rockland; E. H. Bowers, Lewiston; J. L. Beckwith, Saco; Eugene C. Webb, Edgar F. Canswell, W. D. Anderson, Portland.

NEW YORK STATE.

Business Poor in Buffalo—Offenders to be Prosecuted by the Board—Another Drug Store Robbery.

(From our Regular Correspondent.)

Buffalo, July 21.—Buffalo retail druggists are not pleased with the July business so far. There is not the sale, either of medicines or soda water, that they had looked for, the weather being moist and cool and quite unfavorable to both trades. While the general tendency is toward more liberal business than used to be the case, for people have money now and the drug store is looked upon as something of a luxury for all its usefulness. The cut-rate business is raging about as usual, and there is only a nominal effort to shut it off. It is now so well established that there is small hope of making headway against it.

LICENSED BY THE WESTERN BRANCH.

At the July meeting of the Western Branch of the State Board of Pharmacy, held in Jamestown, the following licenses were granted: Pharmacist on Examination—Peter S. Brouwer, Buffalo; Carl J. Nies, Salamanca; Joseph D. Taylor, Buffalo. Druggist on Examination—Frederick S. Grotjan, Ralph B. Aylesworth, Leo A. Borget, Lawrence L. Stevenson, William Naish, Wilton R. Schostey, Louis Josephs, Otto E. Tannahuser, Buffalo; Justice W. Geam, Rochester. On Exchange—Charles A. Swanson, E. A. Swanson, Jamestown, for State licenses; William C. Riddell, Buffalo, for Erie County license.

There was a general discussion of the cases of infringers of the law as reported by the inspector, preparatory to presenting them to the District Attorney. One Jamestown delinquent appeared by attorney to find out how he could make a settlement, but no final disposition of the case was reached.

LAW POINTS IN THE HOAG CASE.

The branch is pursuing the case of Hoag & Co., of Middleport, and Justice Kruse is expected to render a decision soon. The attorney for the defense maintained that the various complaints against the firm should be brought separately, and also that though this was a civil action it took a criminal character on account of a penalty being attached, and therefore one member could not be held for the transgression of the other. These points must be settled before final decision can be rendered.

THE INGENUITY OF BOY THIEVES

is shown in the robbery of the drug store of Julius C. Behling, who is located in the eastern suburbs of Buffalo and has a wire attached to the front door by which a bell rings in the rear room when the door opens. One evening lately three boys, about 14 years old, entered the store and noted the device, then one of them cut the wire; then they sneaked in later on and were able to get away with all they could carry of patent medicines and toilet articles without attracting the proprietor's attention. A policeman saw them on the street and made them drop their plunder, but they escaped.

THE ANNUAL OUTING.

The Buffalo druggists are preparing to hold their annual outing late in August, and will probably take an inland trip by way of variety. A general meeting of committees has been held and a basket lunch favored. Another innovation is in the ball game. Instead of playing among themselves, Chairman H. M. Anthony, of the Games Committee, has invited neighboring cities to pick up a nine of their druggists and play against Buffalo. A large attendance is expected, as this is always a family affair.

NEW RULING SOUGHT.

The State Board of Pharmacy recently began suit against F. Harvey Hoag and Frank M. Hoag, of Middleport, to collect about \$1,250, made up of 50 \$25 penalties. One of the board's allegations was that there was not a licensed pharmacist in the Hoag drug store, so every day it was open one \$25 penalty was incurred. Some of the other allegations are based on the sale of certain drugs and other goods.

The case came up before Justice Kruse, in Buffalo, on July

13, on a demurrer to the complaint made by the Hoags through a Middleport attorney. Arthur W. Hickman represented the board. The allegations were not touched, the only question raised being as to the ability of the board to bring one suit for all the allegations. The Hoags' attorney said each class of allegations should be set forth in a separate complaint. Decision was reserved.

CHANGES AMONG THE DRUG STORES.

Some recent changes in Buffalo drug lines: H. G. Stilwell has engaged with the Elite Pharmacy on Niagara street. L. R. Blackney is with E. K. Davidson on Grant street. James H. Brown, who formerly kept a drug store at Jefferson and Swan streets, is in the drug department at Faxon's. The new drug store of C. J. Dwyer on Elk street has engaged W. C. Riddell, from Canada, and John Buettner, from Hanson's, North street. In the outside district M. L. Albright has engaged with A. M. Palmer at Olean. A. E. Dake has moved his drug store from Cattaraugus to Springville.

A FOURTH OF JULY FIRE.

Fire in the laboratory of the Empire State Drug Company, at Buffalo, July 4, did damage that is estimated at \$800 to \$1,000. A lot of waste, consisting of papers and oily refuse, had been placed in a hallway close under the roof, with arrangement with a cartman to remove it at once. The man never came, and it is supposed that the heat of the sun through the roof set the stuff afire. Business was not suspended by the fire.

BUFFALO ITEMS.

Recent drug clerk changes: Albert J. Oschuetz, formerly of Clyde, has engaged with J. A. Lockie, of Buffalo; S. H. Dorr, for a long time relief clerk in Buffalo, has engaged at Horton's, East Utica street, Buffalo; H. N. Church goes from C. J. Dwyer's, Buffalo, to F. C. F. Seivert's, Fredonia, who has gone on a trip to Europe.

Councilman Thomas Stoddart, of Buffalo, ex-president of the New York State Pharmaceutical Association, is now hesitating over the advisability of becoming candidate for City Treasurer. He takes the position that such an office, with salary of \$5,000, demands the whole time of the incumbent, and he does not care to drop his drug business to that extent. His popularity is such that his nomination would practically equal to an election.

NEWS OF THE TRAVELERS.

C. M. Edwards gives most of the last week of July to Buffalo in the interest of the assayed powder drugs of Gilpin, Langdon & Co., a house he has represented several years.

C. M. Badgley is with us this week, looking as usual after the sale of the chemicals of Charles Pfizer & Co., a business he has followed with entire success for quite a long time.

The Garwood standard perfumes of Schandlein & Lind, of Philadelphia, received a new send off early in July from the visit of their salesman, J. F. Churchman.

Crude drugs, gums, etc., as sent out by Fitzsimmons, Gleeson & Co., sold freely here this month through the able handling of the representative, C. J. A. Fitzsimmons.

W. J. Whitman, who looks after the specialties of Merck & Co. in this territory at present, did a good stroke of business here on his late call through the drug trade.

N. N. Granger looked in upon us this time in the interest of the brushes of the Ames-Bonner Company, of Toledo, and took some very satisfactory orders.

D. S. Harris, the glass man, who sells prescription vials, among other things of that description, to druggists for the Thomas Wightman Glass Company, was with us late in July.

Edgar P. Reynolds is still the resident sales agent of the Syracuse house of Charles Hubbard & Son, and the last of the week finds him going the Buffalo round, which he has kept up since the closing of the branch store.

It will be recalled by many friends of John Paul Jones, the well-known New York State representative of Sharp & Dohme, that he was once enjoined by former Lieutenant-Governor Jones of this State from using the phrase, "He pays the freight," the latter contending that the phrase belonged to him by right of priority of use, if not of copyright. A few days ago Mr. Jones received a letter from the former Lieutenant-Governor granting him full permission to use the coveted phrase, and henceforth Mr. Jones' customers may expect to be favored with the pleasing information that "John Paul Jones—He pays the freight."

MASSACHUSETTS.

A Busy Time at the American Soda Fountain Factory—Court Cases of Interest to the Trade—Changes in the Bay State.

(From Our Regular Correspondent.)

Boston, July 22.—Between vacations and visits from the managers of the various branches, there are busy times at the factory of the American Soda Fountain Company. Ernest C. Tracy, manager of the sundries and supply department, is sojourning on Long Island. R. H. Thomas, manager of the Baltimore office, is paying his annual visit to the factory, and R. H. Westervelt, manager of the Denver office, with his assistant, J. E. O'Hearn, have been here on a like errand. W. T. Jenney, treasurer, is occupying his summer home at Cotuit, and Leonard Tufts, assistant treasurer, is at his new summer home, Meredith, N. H. A. Putnam, manager for Minnesota and Dakota, and Fred. Graham, jr., representative from Idaho and Montana, have recently been here on a business trip. F. L. Partridge, of the sales department, has been camping in the woods with his boys. John Mackey, of the office force, has recently returned from a European wedding trip.

LEGAL.

Recently there has been a number of court matters of interest to the trade. John Wilson & Co., of Palmer, are defendants in a suit where it is alleged that the plaintiff was given saltpeter instead of rochelle salts; \$5,000 damages asked. Another one of the burglars charged with robbing the store of H. P. Childs, Malden, has been arrested and held in \$1,000 bonds for the grand jury. The store of Thomas F. Gaffney & Co., Lynn, was recently robbed of many cigars and \$15. The thieves escaped. A Brockton clerk was arrested a few days ago and charged with selling alcohol without registration. The Government alleged that the wife of the purchaser had previously warned the clerk or his superiors not to sell her husband alcohol. The fine of \$75 was paid. The former manager of the drug department of the Shepard Company, a department store, of Providence, R. I., sues the firm for the value of a card catalogue, which he claims was wrongfully retained when he left the company's employ. The catalogue contained the names of drugs with prices, and plaintiff asserts that it was invaluable to him. He took the cards with him when he went with the firm, and was not allowed to remove them. He places the damage at \$5,000.

CHANGES IN THE BAY STATE.

Lately there have been many business changes in the Bay State. Justin F. Bartlett succeeds J. S. McGilivray, Broadway, Chelsea. Herbert C. Holmes, Main street, Gloucester, has sold his business to Walter H. Newton. Jacob Appell has bought the business of W. H. Willard, 133 Chandler street, Worcester. A. W. Hitchcock, of Westfield, retires from business; Ward Rees succeeds him. Frank H. Willard, of Lebanon, N. H., is soon to open a new store in South Acton, Mass. William J. Dunn, who purchased the Billings, Clapp & Co.'s plant at Tiverton, R. I., is fitting it up for the manufacture of absorbent cotton.

TALKED ABOUT.

E. H. Shorter, drug clerk, Malden, owes \$1,468.97; no assets.

William Bonner is clerking at Hudson's store, Marlboro.

Green's store, Springfield, recently had a fire loss of \$1,000.

Frederick A. Guertin, Lindsey street, Fall River, recently married Miss Garciella Bualue.

Austin E. Martin, of East Gloucester, has fitted up his store attractively. He is assisted by Sherman McLoud.

John T. Loftus, M. C. P. '98, has just received the degree of M.D. from Harvard Medical School.

Edward P. Worth, Ph.G., M.D., of Edgartown, made a flying trip to this city last week.

John Nason & Co., of Brockton, have opened a store at Rockland. C. F. Hamilton is a partner.

James E. Curley, of Springfield, was recently married to Miss Lillian M. Hogan.

George Grabowski is the new partner of W. T. Coti, Chicopee. He succeeds D. J. Driscoll.

George H. Packard, a drug clerk of this city, is a petitioner in bankruptcy. He owes \$511.01; assets, \$25.20.

Walter M. Coombs, Pharm.D., M. C. P. '03, has accepted a position at the store of William D. Wheeler, Ph.G., Massachusetts avenue.

Dean Julian W. Baird, of the M. C. P., is about to begin his annual vacation. He will go to Jackson, Mich., and will probably attend the A. Ph. A. meeting.

George H. Ingraham, of West Newton, is at his summer home. Rindge, N. H. He comes to this State, however, for a day or two about every week.

A can of chlorate of potash exploded a few days ago in the store of H. J. Brewer, Springfield. There was much noise and smoke, but the services of the fire department were not needed.

Through the efforts of F. E. Stamm the druggists of Winthrop have joined the N. A. R. D., and have become affiliated with the East Boston Association.

Doctor Garst, of Worcester, is endeavoring to enjoin C. A. Charles, of Malden, from selling Phenyo-Caffein below the standard price. The case will be in court this month.

Peter G. Chagaruly, a member of last year's senior class, M. C. P., is to immediately open a new store in Lowell. Mr. Chagaruly recently passed the Board of Pharmacy.

Just at present the city is filled with teachers attending the annual convention. This influx of visitors has made business especially good for the Back Bay druggists.

At the recent convention of the American Institute of Homœopathy one of the speakers made a suggestion that an institute of drug proving be established in the United States for the work of re-proving the Homœopathic Materia Medica.

John F. Hurley, the energetic ex-mayor of Salem, has opened a new drug store in the Witch City and has fitted it with soda apparatus from the American Soda Fountain Company. This concern have also sold fountains to C. E. Marr, Farmington, Maine, and John E. Waters, St. Johns, N. B.

The American Soda Fountain Company have recently shipped fountains to the following firms: C. E. Marr, Farmington, Me.; Felix Clement, Newmarket, N. H., and Charles Favreau, Marlboro, Mass. J. F. Gibson and the Rhode Island Drug Company, both of Providence, are purchasers of carbonators.

During June the State Board of Health found 54 out of 132 samples of drugs to be not of good standard quality. The drugs adulterated were capsicum, cera alba, cera flava, glycerinum, oleum olivæ, opii pulvis, phenacetin, sulphur lotum, sulphur præcipitatum and tinctura iodi. One specimen of vanilla extract was adulterated and two samples of lemon extract deficient in strength.

Committees of the Massachusetts Association.

President Flynn of the M. S. P. A. has just made the following committee appointments:

Executive Committee: C. P. Flynn, Boston; J. F. Guerin, Worcester; C. E. Bardwell, Holyoke; G. B. Cochran, Hudson, and P. B. Moriarty, Worcester.

Legislative Committee: W. D. Wheeler, Boston; W. J. Bullock, New Bedford; George L. Roskell, Boston; I. P. Gammon, Boston, and J. G. Kilburn, Newton.

Committee on Trade Interests: J. G. Kilburn, Newton; H. Heinritz, Holyoke; H. D. Smith, Middleboro; P. J. McCormick, Boston, and H. R. Mason, Newton.

Committee on Papers and Queries: C. F. Nixon, Leominster; H. D. Smith, Middleboro; Max Cramer, Boston; W. L. Scoville, Boston, and George W. Flynn, Jamaica Plain.

Committee on Membership: L. A. Lamson, Hopedale; L. G. Heinritz, Holyoke, and C. A. Curtis, South Boston.

Committee on Adulterations and Sophistications: Dr. J. W. Baird, Boston; F. T. Drake, Stoneham; A. G. Guyer, Hyannis; C. E. Bardwell, Holyoke, and Henry Adams, Springfield.

Committee on Local Organization: E. H. Manning, Holyoke; J. G. Godding, Boston; John J. Tobin, Boston; J. J. Cooper, Plymouth; G. R. Hillburg, Campbell; J. C. Brady, Fall River; N. A. Esterbrook, Fitchburg; F. F. Hood, Turner's Falls; H. E. Heebner, Lee; H. D. Smith, Middleboro; F. W. Archer, Boston, and F. M. Church, New Bedford.

Committee to Nominate on Board of Pharmacy: J. J. Curran, Holyoke; L. A. Lamson, Hopedale; J. C. Brady, Fall River; G. W. Cobb, East Boston, and J. Allen Rice, Milford.

Committee on Congressional Legislation: F. A. Hubbard, Newton; W. J. Bullock, New Bedford; W. D. Wheeler, Boston; Henry Canning, Boston; S. A. D. Sheppard, Boston; J. Allen Rice, Milford; J. J. Curran, Holyoke; A. K. Tilden, Boston; F. H. Butler, Lowell; John Larabee, Melrose; L. G. Heinritz, Holyoke; W. F. Sawyer, Boston; George H. Hoyt, East Weymouth, and Henry Adams, Springfield.

Delegates to the N. A. R. D. Convention at Washington, D. C., in October, 1903: W. J. Bullock, New Bedford; L. G. Heinritz, Holyoke. Alternates: L. A. Lamson and G. M. Hoyt.

Delegates to Connecticut Association: L. G. Heinritz, Holyoke; E. A. Lerche, Springfield, and E. Leonard, Springfield.

PENNSYLVANIA.

The N. A. R. D. Takes a Hand in Philadelphia—Will Aschenbach & Miller Be Cut Off?—A Home for the P. C. P. Students—News of the Trade.

(From Our Regular Correspondent.)

Philadelphia, July 22.—Although the National Association of Retail Druggists has not been sending out much literature recently, a few days ago a circular was sent to the trade in which the name of Aschenbach & Miller appeared as one of the wholesale houses that has been supplying proprietary articles to those who have been placed on the cut off list. It is said that other houses that have been selling to department stores and druggists who do not abide by the prices agreed upon are also to be made to suffer. It remains to be seen what effect the notice will have. The action taken by the association was somewhat of a surprise, as this house has been looked upon as one of the few that would not sell to any one not indorsed by the retail druggists' association. If the notice is accepted by the wholesale houses and proprietary houses, Aschenbach & Miller will have some trouble in securing the goods desired. A member of a leading drug house said: "The announcement was a great surprise and it will compel us to refuse to sell goods to the house."

THE JOINT COMMITTEE ON THE PHILADELPHIA COLLEGE OF PHARMACY HOUSE.

The Finance Committee of the Philadelphia College of Pharmacy House, composed of M. N. Kline, Prof. Jos. P. Remington and James T. Shinn, has sent out a circular to the drug trade. In the circular the members of the profession are asked to contribute to the support of a home for the students. The circular reads as follows:

Your earnest attention is invited to the importance of surrounding the young men who come to our city from all over the United States to study pharmacy with better influences in their home and social life while in the city. We all know something of the great temptations which are always strongly in evidence in all of our large cities. Young men coming from a distance, finding themselves without parental influence and feeling sorely the need of companionship, too often yield to temptation, which often ends in a ruined life. These facts are not new, and the conditions have been recognized for many years.

Our universities and larger colleges have met this problem by erecting and maintaining dormitories at large expense, and nearly every one who visits Yale, Harvard, Princeton or Pennsylvania will see for himself that the authorities in charge of these institutions have made exhaustive efforts in this direction, and lately nearly all of the contributions of wealthy alumni of the universities are devoted to providing additional dormitories and buildings.

The Philadelphia College of Pharmacy, while thoroughly recognizing the need, has never been in a position to erect dormitories, but an opportunity has just been presented to the college which should be grasped at once. The Intercollegiate Young Men's Christian Association, an organization which has done an enormous amount of good for college students, has offered the Philadelphia College of Pharmacy a very advantageous proposition. They successfully organized a college house for Jefferson Medical College and ran it last year. It was entirely self-supporting. A dwelling house was rented within convenient walking distance from the college; it had twenty rooms. The weekly board charged to the students was \$5, but it was necessary to raise a sum of money to furnish the house. The sum was speedily raised, and the applications from the students far exceeded the ability of the managers to supply the demand. The Intercollegiate Y. M. C. A. assumed the management, including the catering and care of the house without any expense to the college. Now they offer to do the same for the College of Pharmacy, and they ultimately hope to have a college house for each institution which gives instruction to students coming from a distance. Surely pharmacy students need such a safeguard as much as any other class of men. Parents will feel much better satisfied in allowing their sons to leave home, if they know that friends of the college have provided a college house. It is proposed to furnish accommodations for forty men; provide a reading-room, library, dining-room, reception-room and every facility for encouraging home study and moral living. Two of the instructors of the college have signified their desire to live in the house. A committee of the friends of the college have carefully considered the whole proposition, and are thoroughly satisfied that it will be one of the best movements ever organized for the good of the college, especially for the young men, whose interest the institution is bound to protect.

M. N. KLINE,
JOSEPH P. REMINGTON,
JAMES T. SHINN.

TO FIGHT THE DRUG HABIT.

A crusade is to be made in this city against the drug habit. The comparative ease in which many poisonous drugs can be obtained has aroused a number of prominent men to action. Rev. Dr. J. D. Hunter has been put in charge of the work, and he has opened up his headquarters at Room 604 Witherspoon Building. The crusade is under the direction of the Interdenominational Committee for the Suppression of the Drug Habit, with headquarters in New York. Opium users are to be taken in hand.

THE PENNSYLVANIA STATE BOARD.

Following is a list of the successful applicants at the recent meeting:

Registered Pharmacists: Wayne M. Keet, Harrisburg; M. Luther Keller, Steelton; James Blaine Keener, Middletown; John M. LeFevre, York; Edward R. Bradley, Gallitzin; Samuel S. Windle, Newberry; Frank W. Jordan, Bedford; Maurice S. Brubaker, Clyde Cooper and William Groff, Lancaster; Stephen Stevens, Kingston; M. J. Spotanski, Nanticoke; Richard F. Foote, Archibald; Freeman G. Lithgow, Du Bois; John A. Wood, Old Forge; William H. McLanahan, Tyrone; Charles F. Goldsmith, Mt. Pleasant; William L. Hagen, Port Allegheny; Leon S. Marshall, Millville, N. J.; William E. Beamer, Charles Wagner, John T. Harbold, A. G. Sprissler, Andrew N. Hecker, William H. Ort, Leonard G. Ballfield, Clarence Geartner, John H. Bleaman, James G. Reed and Boyd V. Claybaugh, Philadelphia; Henry Marden, Towanda; Charles F. Mascher, East Palestine, O.; Jesse E. Stille, Huff's Church; Samuel L. Donaldson, Kittanning; W. Kyle, Lisbon; Elizabeth Brown, Kittanning; Harry R. De Wolf, Chicora; Paul Hart, Ridgway; R. W. Scott, Johnstown; Daniel H. Beck, Sharon; B. H. McQuistion, Butler; Joseph M. Spatz and Robert W. Nevin, Braddock; James L. McCaulis, New Castle; Robert G. Kerr, Slippery Rock; H. C. Henderson, Titusville; Norbert H. Johnston, Bradford; Anna J. McGill, Oakdale, Mary E. Atkinson, Conway; George M. Noonan, Meadville; Robert W. McMurtrie, Donora; Harold L. Guthrie and Fred W. Hersch, Allegheny; Asbury Swimley, Theophilus; A. Starcy, W. Russel, S. Day Myers, George B. Sunderland, Charles F. Oyer, John Albert Duffort, Edward H. McCool, George R. Benjamin, H. S. Kossler, Raymond E. Hieber and J. L. Patterson, Pittsburgh.

Registered Qualified Assistant Pharmacists: Stanley G. Smith, J. Raymond Snyder and William David Burgoon, Harrisburg; Andrew E. Spading, Troy; Charles E. Schomo, Hamburg; Francis T. Elliott, Camden, N. J.; Horace F. Brubaker, Raymond E. Wissler, Harry Mundorf and Fred W. Stegerwalt, Lancaster; Paul P. Allen, Chambersburg; Melville D. Nesbitt, Lewisburg; Patrick A. Roan, Bala; Joseph A. Shrom, Carlisle; R. W. Schenning, Glenside; Charles K. Ewing, Wilmington, Del.; James T. Kearney, Scranton; I. Harvey, Tremont; Luther A. Craver, York; Howard George Sylvester, Wind Gap; Nelson L. Yeakel, Perkasie; Howard E. Walker, Milton; Charles J. Gallagher, Wilkes-Barre; Henry Shapire, William E. Gaspell, John Tonsola, Charles M. Diller, Frederick M. Snyder, William H. Baessler, Wilbur C. Strawinski, Herman C. Grimm, John Abbetta, Franklin Earle, George A. Gaskill, William C. Lucas, Lewis H. Hausmann, Jr., William Kennedy, John H. Cross, Nachmin Koppel, Mary J. Sauter, Thomas E. Hughes, Jacob Skesyer and William A. Keller, Philadelphia; Henry E. Mathis, B. Leonard Lamb and William Moore, Washington; John J. Florey, Jeanette; Charles H. Smith, Homestead; Fred C. Johnston, Ellwood City; J. M. Gilmore, New Castle; Ernest F. Woodward, Johnstown; Joseph B. Colter, Reese Jefferson, William E. Chapman, Tarentum; Chas. D. Blair, Conneaut Lake; David A. Tennant, Sharon; John C. Carnack, East Liverpool; Harry R. Hogsett, Dearth; Walter L. Ludwick, Pitscairn; Frank W. Goldsmith, Tarentum; Agnes J. Rynd, New Kensington; Samuel J. Blackmore, William J. Forchet, Robert A. Garrard, Butler; Guy Reddy, Glassport; Frank M. Carothers, Uniontown; Harry Diffenderfer and Stephen Astright, Jr., Braddock; William T. Hoffman, Vandergrift; Charles M. Patton, Rochester; William A. Gray, Leechburg; Charles E. Willetts, New Kensington; Clarence E. Miller, Charle-roi; J. Arthur Young, Sharpsburg; Richard J. Gasford, Chicora; William A. Katenmeyer, Frank N. Hays, Lewis C. Gerould, Robert B. Winkett, George C. Habel and Joseph H. McGarr, Allegheny; John L. Blessinger, A. Lloyd, Charles G. Wiegell, Meyers P. Seegman, Thomas E. Wall, Joseph B. Harver, Edward Kinch, Abraham Canter, Harry I. Bachner, Floyd Taylor, Jacob Holsopple, Samuel L. Pauly, L. Edward Greenwald, Frank Kaminski, Albert E. Kearny and Charles J. Beebe, Pittsburgh.

PHILADELPHIA NEWS ITEMS.

Dr. Adolph Miller, of the firm of Aschenbach & Miller, is in Europe.

A. A. Gracey has started up a new drug store at Fifty-second street and Haverford avenue.

Thompson D. Ritter, the leading clerk for William B. Burk & Co., is receiving congratulations. It is a boy.

H. F. Voshage has withdrawn from the Union Drug Company.

G. B. Evans is spending the summer at Radnor, attending to business daily.

N. Newlin, Geo. B. Evans' popular buyer, has just returned from a two weeks' vacation at Cape May.

B. L. Brown, who conducts the drug store at Tenth and Arch streets, is making a number of extensive alterations to the interior.

L. W. Rehbein, formerly of Germantown avenue and Somerset street, has re-entered the drug business and has opened a store on Germantown avenue, above Erie street.

Monroe P. Lind, of the firm of Schandeln & Lind, has returned from a successful business trip through the South. In a few days he intends to start out on another trip.

E. R. Bigger, of the Spiral Company of Niagara Falls, has for the past week been dressing the store windows of many druggists in this city with samples of the goods handled by his house.

George B. Evans has added another store to his chain, he having purchased the store at Seventeenth and Chestnut street which has for so many years been conducted by Robert T. Young.

E. C. Ward has opened a new drug store at Sixteenth street and Susquehanna avenue. Mr. Ward was formerly at Eleventh

and Arch streets, but had to vacate the building, owing to the owner having leased it for saloon purposes.

Among those who are leaving Philadelphia for the American Pharmaceutical Association meeting are W. L. Cliffe and family, William McIntyre, Prof. C. B. Lowe and Professor Remington.

The Philadelphia Wholesale Drug Company have at last been permitted to join the ranks of the N. W. D. A. This is primarily due to the efforts of William McIntyre, one of the most active members. There is a great deal of curiosity as to how some of the members will view this new condition of things, as the arrangement gives the company a new status.

On July 16 Mrs. Blair, the widow of the late Henry C. Blair, who was at one time one of Philadelphia's best known druggists, by mistake poured carbolic acid into her eye. For some time Mrs. Blair has been suffering from a troublesome eye. She suffered awful pain and went to the closet to get an eye lotion. In mistake she took the carbolic acid. A physician was immediately sent for and he quickly gave her relief.

On Monday last W. L. Cliffe left this city to attend the meeting of the Pennsylvania Pharmaceutical Examining Board at Williamsport. This is Mr. Cliffe's first meeting. After it is over he will go to Buffalo, where he will join a large delegation of druggists, who will leave that day for Mackinac Island to attend the annual meeting of the American Pharmaceutical Association.

C. A. Eckels and wife have just returned from their protracted California trip, looking strong, and brown as berries. Mr. Eckels' descriptive letters of his trip to his friends show the man of many stores in a new light. His flowing style and language are worthy of a Jules Verne. During Mr. Eckels' absence his 17 year old son, Warren, who is two or three heads and shoulders taller than his father, looked after the various stores with a success worthy of an old experienced man.

Rieman J. Smyser, who conducts the drug store at Fortieth street and Lancaster avenue, does not believe that water and drugs will mix. At the present time there is a watering trough at Fortieth street and Lancaster avenue, on the opposite side from Mr. Smyser's store. It is in front of the bank. The banking officials desired it removed and would like to have it put in front of the drug store. Mr. Smyser does not want it, and he is determined to have it where it is or any other place so that it is not in front of his store. Mr. Smyser is one of the City Fathers, and it is believed he will have pull enough to down any ordinary bank president.

Charles E. Caspari Accepts a Chair in the St. Louis College of Pharmacy.

The St. Louis College of Pharmacy has elected Prof. Charles Edward Caspari as professor of chemistry in that institution. Dr. Charles Edward Caspari is the son of Prof. Charles Caspari, jr., professor of pharmacy at the Maryland College of pharmacy and secretary of the American Pharmaceutical Association. He was born in Baltimore, Md., and received his early education in the public schools of that city. In 1896 he received the degree of B.A. from Johns Hopkins University. Continuing the study of chemistry under the guidance of Professor Remsen, he took four years of post-graduate work at Johns Hopkins, and in June, 1900, he received the degree of Ph.D. During his last year at the university he was Professor Remsen's assistant. From 1900 to 1901 he taught organic chemistry at Columbia University, New York City. In September, 1901, he entered the employ of the Mallinckrodt Chemical Works, of St. Louis, where he has since been active in conducting their research work and directing their analytical department. Professor Caspari having grown up in an atmosphere of pharmaceutical chemistry, will undoubtedly prove a very valuable addition to the teaching force of the St. Louis College of Pharmacy.

Whitall Tatum Company Australian Branch.

Whitall Tatum Company, manufacturers of druggists' glassware and sundries, announce the opening of an Australasian branch at Sydney, N. S. W., to be in charge of F. R. Hogarth as manager and E. H. Daniels as assistant manager.

A complete line of stock suitable for Australasian trade will be kept on hand for the purposes of immediate delivery, and it is expected that with these gentlemen constantly on the ground the already large volume of business now enjoyed by the Whitall Tatum Company will steadily increase, as well in staples and special mold goods as in druggists' sundries.

Mr. Hogarth is quite familiar with his territory, having

traveled in the interest of his firm for a number of years among the trade in Australasia. His personal qualities, coupled with his established business ability, insure his success and that of the new branch, which begins business under the most favorable auspices. Mr. Daniels is likewise thoroughly familiar with the various manufactures of Whitall Tatum Company, having been closely identified with their interests for a number of years past in connection with their Boston office.

The establishing of foreign branches is a comparatively new feature with the Whitall Tatum Company, the one mentioned above being the second they have opened with the year. Their other branch is located at Rio de Janeiro, another very important trade center for this firm, and is in charge of P. J. Christoph.

OHIO.

A Druggist Appointed Purchasing Agent for the Cincinnati Hospitals—Agitating for Amendments to the U. S. Patent Laws—News and Notes of the Trade.

(From our Regular Correspondent.)

PROF. A. W. BAIN RETAINED AS PURCHASING AGENT.

By the terms of an agreement arranged between the special Cincinnati Hospital Committee of the Board of Public Service and the medical directors of that institution, it has been decided to retain Prof. Andrew W. Bain as purchasing agent for all drugs used by the hospital. Under the terms of the new Ohio Municipal Code, the city purchasing agent of Cincinnati is presumed to act in the capacity of purchasing agent for all the supplies used by the city or the city institutions; but the framers of the code, which became effective June 1, did not take into consideration the fact that the purchase of drugs is a different matter from the purchase of vegetables and other supplies ordinarily used in public institutions. As the City Hospital uses ordinarily about \$20,000 worth of drugs, surgical instruments, bandages and gauze, it is asserted that such an outlay should be superintended by an expert. The board regarded the matter in this light, and as Mr. Bain has had 17 years' experience in his line, during which time he has been connected with the hospital as the head of the pharmaceutical department, the right to continue as its purchasing agent is a future safeguard of the financial interests of the institution. As purchasing agent Mr. Bain will come directly under the control of the Board of Medical Directors. To fill the vacancy created by the resignation of Harry Ganz, the assistant druggist, the medical directors appointed John C. Helmsdorfer, a well-known young druggist, as his successor, subject to the approval of the Board of Public Service.

FOR REFORM IN THE PATENT LAWS.

Frank H. Freericks, attorney for the Cincinnati branch of the National Association of Retail Druggists, is personally looking after the signing of the petition to Congress urging the abolition of patents on articles of food and medicine, which is being vigorously circulated by Cincinnati members of the association. In an interview Mr. Freericks said that, contrary to general opinion, druggists do not like to sell high-priced goods. "Newly discovered medicines cost from five to ten times as much as they should because of the patents," said he. "Doctors hesitate to prescribe them for poor people because of the high price, and thus their patients are deprived of the best treatment."

NOTES OF THE TRADE.

Theodore Wetterstroem, recently elected secretary of the Ohio State Pharmaceutical Association at Toledo, has definitely decided to hold the position for at least one year instead of only a few weeks, as he at first intended.

While there are no new developments in regard to the recent trouble with the telephone company, it is stated that the members of the O. V. D. A. are not at all satisfied with their new contracts, and should any of the rival companies succeed in entering Cincinnati the druggists may give them active support.

The O. V. D. A. will not be officially represented at the fifty-first annual convention of the American Pharmaceutical Association, which will be held at Mackinac Island, August 3-8, although several of its members have announced their intention of attending. C. G. Merrill, of the Wm. S. Merrill Chemical Company; Prof. John Uri Lloyd; E. L. Pieck, of Covington, Ky.; G. A. Fieber, Al. De Lang and Theo. Wetterstroem are among those who will attend.

ILLINOIS.

Druggists to Go by Water to Mackinac—Much Interest in A. Ph. A. Meeting—New Officers and New Policy for the C. R. D. A.*(From our Regular Correspondent.)*

Chicago, July 20.—A satisfactory arrangement having been made with railroads, active efforts are now going on to secure a big attendance at the American Pharmaceutical Association's annual meeting at Mackinac Island, which begins August 3. The railroads have agreed to grant rates to Chicago which will enable those who so desire to make the trip up Lake Michigan on the "fresh water greyhound, Manitou." A special excursion on this big boat will leave Chicago at 4 p.m., August 1, reaching Mackinac Island, at the extreme north end of the lake, the following day at 4.15 p.m. Railroad officials hung out for some time against this proposition, and it was not until last Saturday that they yielded. Those who will be most benefited will, of course, be the druggists who come in from the West and South, although Eastern men will find a remarkably interesting trip awaiting them if they go by way of Chicago. Before the circulars announcing the rate had been sent out, Albert E. Ebert received word from 25 that they wanted to take the water trip. It is thought that as many as 100 may go that way.

THE TRIP TO MACKINAC.

The Committee on Transportation, through its chairman, Albert E. Ebert, and E. D. Irvine, says of the trip:

It is universally conceded by all who have made the trip that "the only way" from Chicago to Mackinac Island is over the blue waters of Lake Michigan by one of the great steamers of which the magnificent steamship "Manitou" has long been the favorite. Instead of the smoke, dust, heat and weariness of a long ride in stuffy cars, you can have the cool breezes, the sweet cleanliness and invigorating restfulness of a trip among the most delightful of outings in the world.

The "Manitou," because of its grace and speed, is familiarly known as the "Greyhound of the Great Lakes." It is probably the finest boat which leaves the port of Chicago, and in comparison ranks with the best of ocean vessels. She is a screw steamer of 3,000 tons, 300 feet long, and fitted with triple expansion engines, giving her a speed of eighteen miles an hour. Her interior equipment is perfect, as will be evident from the details furnished in the official "folder" inclosed herewith. The boat can carry 450 first-class passengers with the utmost comfort, as was shown in 1900 when she carried the National Wholesale Druggists' Association to Milwaukee and return with results so enthusiastically recognized.

The first stop made by the "Manitou," after leaving Chicago, is at Charlevoix, a delightful resort on the upper lake. Stops are also made at Petoskey, Harbor Springs and Bay View.

Mackinac Island is one of the most beautiful spots on the lakes—or, for that matter, in the world. Besides the rugged scenery of the rocky cliffs of the island there are many historic associations clustering around the old fort and the old trading post of the Astors. Romantic traditions handed down by the early French settlers give it peculiar charm.

The Chicago contingent to the A. Ph. A., as a matter of course, will go by the lake route, and assurances from all parts of the country indicate that practically everybody will rendezvous at Chicago and form a congenial company with all facilities for the best social time under the best conditions.

THE FARE.

In regard to rates, etc., the following announcement is made:

The rate from Chicago to Mackinac by the "Manitou" is \$7 per passenger going and one-third fare returning. Upper berth \$1; lower berth \$1.50. Inside rooms (for two or three persons) \$2.50; outside rooms (for two or three persons) \$3.50. Parlors \$7 to \$12.

All the railway lines (excepting the Southern, which will probably also agree) have granted a rate of one and one-third for the round trip. Parties from outside Chicago, going by the "Manitou," should pay full fare from starting point through to Mackinac and secure a certificate from the local ticket agent reading "via the 'Manitou' S. S. from Chicago."

Tickets may be purchased not earlier than July 30 and will be good for return until August 12, thus giving an opportunity to visit the great "Soo" canal and the numerous places of fascinating interest about the straits.

The "Manitou" with the A. Ph. A. party will leave its dock at the Rush street bridge, Chicago, on Saturday, August 1, at 4 p.m., arriving at Mackinac on Sunday, August 2, at 4.15 p.m.

Stateroom or berth reservations will be made promptly on receipt of request addressed Jos. Berolzheimer, G. P. A. Manitou S. S. Co., Chicago, or to either A. E. Ebert or E. D. Irvine.

MATTERS OF INTEREST.

The Chicago & Northwestern Railroad is making an effort to carry the druggists back from the meeting.

In addition to the regular business to come before the meeting, there will be at least two interesting novelties. One of these will be a discussion of the Bureau of Pure Foods and Drugs, the aim of which will be to secure the standardization of pure foods and drugs. The aid of the American Medical Association and the American Pharmaceutical Association is being sought for this plan. The first report will also be heard from the Historical Committee. An interesting report will be read

on the first organization movement in Chicago, and similar matters will be taken up by those representing other points.

THE CHICAGO RETAIL DRUGGISTS' ASSOCIATION

at the meeting July 11 reconsidered the plan to cut prices and elected some new officers. Charles H. Avery was elected president, and G. P. Mills, of Evanston (the twenty-first district), was elected trustee in Mr. Avery's place. All the other officers were re-elected. George R. Baker made one of the most notable speeches. He told the druggists that they ought to ignore the department stores and make their own prices. The idea is gaining ground among local druggists, according to one of their leaders, that it will not do for a single line store to compete with one that does a general business. He said that a fight should not be made, but that druggists should base their hope for success on the superiority of their service. "When the public comes to our stores," he said, "they will receive advice and information from trained men, which cannot be had elsewhere."

The meeting seemed on the point of becoming stormy at times, but ended with a complete understanding, apparently, on all sides.

A committee is conferring with express companies to secure a commission of 15 per cent., instead of the old charge of 6 cents a package.

DEATH OF B. O'B. DAVIS.

B. O'B. Davis, recently appointed organizer for the Chicago Association, died suddenly July 15, a victim of the extreme heat. His death causes a great shock to all who knew him. E. J. Cusack was appointed organizer in his place.

NOTES FROM CHICAGO AND THE WEST.

J. A. Decker has succeeded J. H. Baker at Macomb, Ill.

Jos. M. Ball has sold his store at Bremen, Ind., to T. W. Lytle.

Charles Yates, of Janesville, Wis., spent a day in Chicago recently.

Albert Bower, of Danville, Ill., was among recent visitors to wholesale houses.

The name over the store of S. H. Scallin, at Mitchell, S. D., has been changed to Scallin Bros.

L. K. Reisinger, Gallon, O., has taken in a partner. The firm is now Reisinger & Deen.

George Brice, of the Boddy-Pitts Drug Company, of Salt Lake City, has been here recently undergoing treatment.

The Primley Company, of Peoria, were lately incorporated for the purpose of manufacturing proprietaries.

Adolph Weise, a local druggist, has begun suit for libel against Dr. Otto Henssler, because of statements made in a letter. He asks \$20,000 damages.

W. C. Shurtleff, vice-president of Morrisson, Plummer & Co., is enjoying a month's vacation at his old homestead, Waterloo, Iowa. His family accompanies him.

William A. Dyche, formerly president of the Illinois State Board of Pharmacy, is said to be slated for appointment as business agent of Northwestern University.

Jas. H. Rhodes & Co. have just been incorporated. The capital stock is \$50,000. The incorporators are John C. Farwell, Eva Whimsett and Gerald C. Barry.

The Searle & Hereth Company have been doing such a thriving business that the Secretary of State has been notified of an increase of the company's capital stock from \$200,000 to \$250,000.

During the severe rain July 9 stock was damaged in a number of South Side stores. In McVay's drug store, at Seventy-ninth street and Normal avenue, the cellar was flooded to such a depth that the water spurted through the floor.

From Peoria comes a report that Cornelius Rickna, of Harkers Corners, is dying there from the effects of taking pills which he had purchased from a street hawker. Search is being made for the faker and the pills are being analyzed.

Fred C. Lamar is calling on the physicians and druggists of Indiana, introducing Chlorocephoid for the Mueller Chemical Company of Wapakoneta, Ohio. Mr. Lamar has had considerable experience in the retail business and later studied medicine at Louisville, Ky., and is well fitted for the work.

A "pharmaceutical lawn party" took place July 2 at the home of W. Bodemann. As guests there were present Albert E. Ebert, Henry Biroth and Prof. C. S. N. Hallberg. Over coffee, cool drinks and cigars the pharmacists discussed a number of matters for four hours. The indexing of the National Formulary and the need of the Chicago College of Pharmacy for funds were among the things talked over.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, July 25, 1903.

THE volume of business continues of meager proportions, all branches of the trade having been quiet during the period under review. Some animation was imparted to an otherwise dull market by the receipt of cable advices on the 23d inst. announcing an advance in the price of bark at the Amsterdam auction sales. It appears that the entire quantity offered was sold at an advance of 5 per cent. over the price obtained at the June sale. Domestic manufacturers of quinine immediately raised their quotations—an advance of 1c. per oz. being made, which leaves the bulk price at 24c. While the agents of foreign manufacturers announce no change in quotations, it is expected that they will follow suit, and outside holders are meanwhile offering with reserve in view of a probable early advance. The expected advance in morphine has materialized, manufacturers raising their inside quotation to the basis of \$2.10 for bulk, an advance of 10c. Marked firmness has characterized the course of several leading staples, and this despite the complaints of dull business; prices indeed show a hardening tendency on all goods of a seasonable description, most of the changes of a lower character being influenced by the law of supply and demand rather than by any unusual market conditions. Firmness is especially noticeable in leading articles like opium, quinine, silver nitrate, Spanish saffron and lycopodium, while an easier tendency prevails with ergot, manna, senega, ipecac, peppermint oil, beeswax and gentian. The principal alterations of the fortnight are subjoined:

HIGHER.

Opium,
Morphine,
Quinine,
Silver nitrate,
Sodium bicarbonate.
Serpentaria root,
Nux vomica,
Lycopodium,
Lavender oil.

LOWER.

Beeswax,
Bay oil,
Ipecac,
Peppermint oil,
Cuttlefish bone,
Manna,
Cannabis indica,
Poppy seed,
Pulsatilla,
Gentian,
Canary seed,
Senega root,
Soap bark.

DRUGS.

Alcohol, grain, continues in active consumptive inquiry, and while producers are maintaining quotations at \$2.37 to \$2.39, as to quantity, we hear of sales in some instances at a fraction under this, as a result of competition between dealers. Wood continues in moderately active demand, with values steady on the basis of 65c for 95 per cent.

Arnica flowers are more actively inquired for and holders are firmer in their views, though quotations show no change from 8½c to 9c.

Balsam copaliba continues in good jobbing request, but the market is easy and unsettled owing to competition among holders. The price has not been openly changed, and 36c to 38c for Central American and 43½c to 45c for Para is still named.

Balsam fir, Canada, is given very little consideration, though there is no urgency to realize below \$3.15 to \$3.60.

Balsam tolu has not varied since our last, and small sales only are making at the quoted range of 25c to 27c.

Barks.—Bayberry has shown an upward tendency as a result of concentration of stock, and the sales during the interval were at 10c to 12c. Cascara sagrada has developed a slightly easier tendency, and it is thought that on a firm offer 10c might be shaded; important inquiry is suspended. Cascarilla is held with more firmness, in view of the limited available supply, and holders generally ask 10c to 15c for quills and 7c to 7½c for ordinary. Elm is in better supply, and the market is easier at 25c for slabs in bulk and 30c for bundles. Cottonroot is maintained with considerable firmness, in view of light stocks, and 10c to 12c represents the range. Sassafras remains quiet, with offerings of stock at 6½c to 8c, as to quality and quantity. Soap has eased off a trifle, in the face of liberal stock receipts, and whole is now quoted at 5½c to 6c and cut at 6½c to 7c. Prickly ash is in limited demand and the market is easy, though no actual price change has occurred, the sales during the interval being at 20c to 25c, as to quality and quantity. Simaruba is in demand and scarce, and holders decline to shade 50c.

Buchu leaves, short, are without important feature of interest, either as regards price or demand, and stock offers freely at previous quotations, or, say, 23c to 26c.

Cannabis indica has continued quiet since our last and values are fractionally lower, with 88c to 90c now named for tops.

Chamomile flowers do not press for sale, and holders are disposed to maintain prices in view of recent adverse crop reports. Meanwhile the business passing scarcely exceeds retail proportions, and the quotations are 12c to 14c for Roman and 10c to 20c for German.

Coca leaves are held with increased firmness, especially for Truxillo, despite the absence of important demand. Advices from producing points in South America indicate growing strength. Meanwhile we quote the range at 17½c to 18½c; Huanuco held at 30c to 32c.

Cocaine muriate shows an advancing tendency, in sympathy with the position of crude, but prices are as yet quotably unchanged, current sales being at \$4.00 to \$4.50.

Codliver oil is without new feature worthy of mention. While the market is seasonably quiet, holders of the limited available stock of desirable brands are firm in their views as regards prices, and \$125.00 to \$135.00 still represents the quoted range.

Cubeb berries are slow of sale and weak in price, but reports from primary sources are encouraging to higher values. Meanwhile we quote the range at 7½c to 8½c for XX, and 12c to 14c for powdered.

Cuttlefish bone, Trieste, is now obtainable at 15½c to 16c, and offerings of stock are made with greater freedom in view of competition among holders.

Ergot is inquired for in a jobbing way only, round lots being practically neglected. The situation at primary sources of supply is such as to harden the views of holders, despite the lack of important demand, for quotations at Hamburg are fractionally higher than those prevailing in this market, and reports from Spain state that from land which produced 500 bags last year only 100 bags can be taken this year.

Lycopodium has developed an upward tendency, and some holders have advanced their quotation for ordinary to 53½c.

Manna, small flake, has further declined, in consequence of less inquiry and increased offerings. Small sales are making at 37½c to 38c.

Menthol is in improved demand and the market is firmer, to the extent that \$7.00 is an inside quotation for cases.

Morphine is higher, in sympathy with the increased cost of opium, the quotations from manufacturers showing an advance of 10c per oz. to the basis of \$2.10 to \$2.20 for bulk, as to quantity.

Nux vomica has developed more strength and the tendency of prices is upward, owing to confirmed reports of crop shortage. We quote the range of the market at 3c to 3½c.

Opium has attracted considerable attention during the fortnight, and the tone of the market has hardened steadily since our last. The market quotations were advanced on the 17th inst., and the tendency of prices is still upward under the influence of continued strong advices from primary sources. The revised quotations are: Single cases, \$3.50; broken packages, \$3.52 to \$3.55, and powdered, \$4.10 to \$4.15.

Quinine has reacted toward a higher range, following the appreciation in bark at the auction sale in Amsterdam last Thursday, when the price obtained represented an advance of 5 per cent. over the price obtained at the June sale. American manufacturers promptly raised their quotations as soon as the appreciation in bark was made known, and the agents of German manufacturers are expected to follow suit. The revised quotations for domestic are 24c to 28c for bulk and 28c to 29c for ounces. Java is firmly held at 20½c to 21c, and we hear of several large sales at this range. Foreign in second hands does not appear to be in liberal supply, and holders are indifferent sellers at the quoted figure.

Santonin is attracting some attention on account of the advancing tendency of raw material, and while sales are making at \$6.95 to \$7.00 for crystals, higher prices are looked for.

Wax, bee's, is in better supply and offers more freely at a reduction to 31½c to 32c for ordinary and 33½c to 34c for selected. Japan shares in the weakness, and quotations have dropped to 14c to 14½c.

CHEMICALS.

Acetate of lime is moving out actively on contract orders, and values are steadily maintained at .95c to 1c for brown and 1.40c to 1.45c for gray, as to quantity.

Alum is in improved demand and some scarcity is noted for powdered, makers being behind with their orders. Lump quoted 1.75c to 1.80c; ground, 1.85c to 1.90c, and powdered, 3c, as to make, quantity and terms.

Blue vitriol is quiet, but values are steadily maintained at the range of 4½c to 5c, as to brand and quantity.

Chlorate of potash is without special change, either as regards price or demand; jobbing sales of powdered and crystals at 7½c to 7¾c.

Citric acid is in active seasonable demand, and we hear of several large sales from second hands on p. t.; domestic makers demand 35c to 35½c, as to quantity.

Cream of tartar has continued in request, with numerous small sales within the range of manufacturers' prices, and in some instances at a shade below these, it being possible to pick up some parcels at about 24½c.

Nitrate of silver continues to harden in value, in sympathy with a corresponding improvement in the price of metal, and two advances have taken place since our last, making the quotation 35½c to 39c, the inside figure being for 1,000-oz. lots. Nitrate of soda has improved in tone somewhat, and the inside spot quotation is now \$2.02½, with stock for prompt delivery rather light.

Oxalic acid has continued in active demand and prices in consequence are well sustained at 5½c to 6c.

Sugar of lead is in moderate demand, with sales within the range of 6½c to 7c for brown, and 8½c to 8¾c for white crystals, as to quantity and terms of sale.

Tartaric acid is in good seasonable demand, and firm at 31½c to 31¾c for crystals and 31½c to 31¾c for powdered.

Verdigris has been advanced to 21c to 30c, as to quantity, with business reported within this range. Primary markets are firmer and values are tending higher.

ESSENTIAL OILS.

Anise is quiet but steady at the quoted range of \$1.05 to \$1.10.

Bay is in freer receipt and holders are easier in their views, with quotations reduced to \$2.60 to \$2.75.

Bergamot is well sustained at \$2.10 to \$2.25, though only a little jobbing inquiry is experienced.

Cajuput is jobbing fairly within the range of 53c to 60c, as to quality and quantity.

Cubeb is maintained in firm position, in sympathy with the market for spice, spot supplies being held at 60c to 62c for cans and 62½c to 65c for bottles.

Lemon is in good seasonable demand and a steady tone prevails at present prices, or, say, 65c to 70c, as to quality and quantity.

Orange, sweet, is firmly held at \$1.65 to \$1.75, which represents a higher figure for the inside limit. The crop outlook is reported unfavorable, and holders generally are firmer in their views.

Peppermint is a trifle unsettled and the tone of the market is weak, with quotations for bulk nominally unchanged, though we hear of some sales at a fraction below our quotation. New crop is said to be offering at a material concession from spot quotations. For H.G.H. \$2.60 to \$2.65 is named.

Sassafras is in better supply, but business rarely exceeds jobbing proportions. We hear of sales of natural at 40c, while prime grades command up to 45c.

Wintergreen does not vary from \$1.70 to \$1.85, at which range the wants of consumers are being supplied.

Wormwood meets with a limited inquiry only, and holders are more free to sell at \$4.00 to \$4.25.

GUMS.

Aloes continue in demand, this being particularly the case with Barbadoes in gourds and true Cape, which are firmly maintained at 7c to 8c and 14c, respectively.

Arabics are actively inquired for and the market is firm at previous quotations, or say, 30c to 35c for first picked, 21c to 23c for second picked and 6½c to 10c for sorts.

Asafoetida continues held at 19c to 25c, as to quality and quantity, though business is of a very moderate character.

Camphor has been in steady demand during the fortnight, large sales being reported at 55½c for barrels and 56c for cases.

Chicle is improved in position, owing to present scarcity, but former quotations still obtain, 45c to 50c representing the range.

Kino is in better supply and offers more freely at 22c to 25c, as to quantity and quality.

Tragacanth continues in moderate jobbing request, within the range of 29c to 80c, as to quality, for Aleppo, and 35c to 90c do. for Turkey.

ROOTS.

Aconite is held steadily at 10c to 11c for prime German, and we hear of moderate sales at this range.

Calumba is slow of sale, and the market is easier at 4½c to 8c, as to quality and quantity.

Dog grass is in better supply and the market has developed an easier tendency, with supplies offering at 5½c to 6c.

Gentian remains quiet and holders show more disposition to realize, with offerings at 4¾c.

Golden seal continues in limited supply, but the market is quiet at 54c to 55c.

Ipecac is easier, both here and abroad, and spot quotations have been reduced to \$1.30 to \$1.45 for Rio and \$1.10 to \$1.15 for Carthagena.

Jalap shows no important variations; jobbing sales at 9½c to 10c.

Sarsaparilla, Mexican, continues in light supply and firm at 8c to 8½c.

Senega is weaker and values are tending downward, with Western now quoted at 60c to 65c, as to quantity and seller.

Serpentaria has advanced in price, the quotation of the market standing at 42c, in consequence of scarcity.

SEEDS.

The market is quiet for nearly all descriptions. Celery is slightly easier and quotations have been reduced to 8¾c to 9c. Coriander is held with more firmness, in consequence of adverse crop reports, 2¼c to 2½c being now demanded. Caraway, Dutch, is firmer, but quotably unchanged. Canary, Smyrna, is easier, and holders announce a decline to 3½c to 3¾c. Poppy is fractionally lower, the revised quotations being 5½c to 5¾c. Rape, German, has hardened in the interval, 2¾c being now a popular quotation. Sunflower is steadier, and quotations have been advanced to 2c to 2½c.

HINTS TO BUYERS.

When stocking Castoria buy a gross at a time and save 5 and 2½ per cent. The price is \$33.60 per gross, \$2.80 a dozen. The Centaur Company, New York, furnish almanacs, cartons, counter wrappers, etc.

The Buckeye Stamping Company, 183 East Third avenue, Columbus, Ohio, manufacture a complete line of seamless tin boxes, and will be pleased to furnish catalogue and free samples to applicants mentioning the AMERICAN DRUGGIST.

The Antikamnia Chemical Company, of St. Louis, caution the drug trade against the purchase of any Antikamnia preparations in bulk, as the genuine goods are never offered except in the well-known and characteristic cartons.

The A. H. Andrews Company, 174 Walnut avenue, Chicago, make a very attractive line of artistic indestructible metal chairs, stools and tables. Write them for catalogue before refurnishing.

A complete catalogue of tweezers and nail and cuticle files may be obtained by addressing the Coe Mfg. Company, of 50 Warren street, New York. This excellent line of goods is carried in stock by all the leading jobbing houses.

The Albany Chemical Company are headquarters on acetone and similar preparations. A list of their product appears in their advertisement on another page, and druggists who want to deal direct with the manufacturers should write them for quotations, mentioning the AMERICAN DRUGGIST.

The Armour suprarenalin solution product fulfills the requirements of a uniform liquid preparation of the suprarenal capsules, as it is clear, stable, uniform and non-irritating. It remains clear until the last drop is used. It is economical, as it is not necessary to throw any of it away.

The American Can Company carry in stock a full assortment of the Miller, Taite Gill and Norton styles of tin boxes, and will furnish them promptly at the lowest possible prices at any of their branches, which will be found in the principal cities of the United States.

The M. J. Breitenbach Company, of New York City, proprietors of Gude's Pepto-Mangan, have just issued a most attractive and artistic lithograph showing the characteristic microorganisms associated with practically all the diseases in which the bacillæ had been identified.

The Abbott Alkaloidal Company, Ravenswood Station, Chicago, offer in their Saline Laxative an ideal summer seller. Write them, sending \$1 and the coupon which appears in their advertisement, and you will receive two cans of the 50-cent size of Abbott's Salithia, three cans 25-cent size Abbott's Saline Laxative and 100 W-A Antiseptic tablets.

There is a therapeutic advantage and a commercial economy in using Montserrat Lime Juice, imported by Evans & Son, Limited, 133 William street, New York. This lime juice is undiluted, and 30 to 50 per cent. less of it is required than other brands. The advertisement will be found in another part of this issue.

F. B. Taylor and Vernon Waldron, the San Francisco agents of Johnson & Johnson, are in the East getting acquainted with the manufacturing facilities at the plant in New Brunswick and brushing up generally. They made a short stop at Chicago en route to New York, and it is their intention to make a visit to Boston before returning to the Pacific Coast.

The group photograph of the gathering of pharmacists at the unveiling and dedication of the monument to the late Dr. Charles Rice in Woodlawn Cemetery on July 7, a reproduction of which in half-tone was published in the AMERICAN DRUGGIST for July 13, was made by the Publishers' Photographing Company, 180 East 116th street, New York, who offer to supply copies at the price of 75 cents, postage paid.

Thomas' English Prepared Chalk, in pink and white cones, packed in 8-pound locked corner wooden boxes, is carried in stock by all the jobbing houses in the country. This article has become the standard by reason of its purity, uniformity and the convenience and economy of its conical form. The Thomas Mfg. Company are located at Baltimore, Md., where necessary correspondence may be addressed.

A most convenient, economical and profitable form in which to sell castle soap is that in which it is offered by A. Klipstein & Co., of 122 Pearl street, New York. Their Carmel soap, made in the Holy Land, has proved extremely popular with domestic consumers, and it has been the common experience of druggists that buyers usually take a box of 12 cakes, whereas they

formerly took a single 10-cent cake cut from a bar. Carmel soap is something which every druggist should carry in stock.

Retail druggists and others using a considerable quantity of absorbent cotton will do well to address the Maplewood Mills, at Fall River, Mass., before placing their next order. This concern are the largest manufacturers of the kind in the world. The goods test up to U. S. P., and quotations are guaranteed to be the lowest in the market. On special orders for quantity the customer's label and advertisement will be applied to the packages where requested.

Henry Weinhagen, 22 North William street, New York, is the oldest manufacturer of clinical thermometers in the United States. His fame has spread so far that he is now shipping goods to all parts of the world, notably to England, where Hicks has hitherto held the field. Mr. Weinhagen, however, still follows his old time practice of limiting his output to the number of thermometers he can personally test. This has been the keynote of his success, and his trade-mark has come to be known as synonymous with accuracy. Every druggist who values the support and co-operation of the physician should make it a point to carry the Weinhagen thermometers in stock.

Every druggist should carry Pacific Coast Borax Company's package borax in stock, as by this means they are absolutely certain on the question of quality. There is probably no article in the market that is more persistently adulterated than borax, some of the packages going out under that name being nothing more than bicarbonate of soda. In defense of their own business interests and for the protection of the public the company were compelled, in view of these frauds, to put up their goods in package form. There is now a strong popular demand for borax in this form, following as a natural result upon the wide advertising done by the company.

Every druggist could sell the U. S. A. Liquid Pistol, manufactured by Parker, Stearns & Sutton, 223 South street, New York. This little novelty is designed to stop anything from a dog to a man, without inflicting any permanent physical injury. It may be charged with either ammonia water or any other fluid desired, and it delivers over ten shots from one loading. It retails at 50 cents, and represents a good margin of profit to the dealer. It is readily salable to bicyclists, cashiers, tourists, unescorted ladies, etc. The drug trade has proved a large distributor of this novelty, a few displayed in the showcase bringing immediate customers.

One item that the shrewd business pharmacist should not overlook is the possibility of profiting by the large advertising expenditures of firms whose goods are extensively prescribed by physicians. In the case of Frederick Stearns & Co., for example, all of whose business is done through the drug trade, this expenditure means thousands of dollars every week, and, as this is pointed out by their advertisement, the pharmacists of this country and of the world make their profit on every dollar's worth of goods that Frederick Stearns & Co. sell. In view of this fact, certainly it is the part of wisdom for pharmacists to remind physicians occasionally that they have a full supply of Frederick Stearns & Co.'s biologic products and specialties, and can, therefore, furnish any of these goods that the physicians may wish to prescribe.

A useful little instrument, and one that is calculated to have a large sale as a druggists' side line, is the Excelsior tweezers and magnifying glass, which has been recently put on the market by the Coe Mfg. Company, 50 Warren street, New York. It is designed for extracting hairs, splinters, etc., and is especially recommended by the manufacturers for mechanics, printers, jewelers, botanists, physicians, entomologists and others whose occupations require a pair of tweezers and magnifying lens in one instrument, capable of being instantly adjusted to any required focus. As the instrument is practically one piece the remaining hand of a user is left free for any service demanded of it, instead of using one hand for magnifier and the other for operating the tweezers. It is designed to retail at a good profit at 25 cents each, including a neat leather knife case.

Why We Grow Old.

Old age is the consequence of a hypertrophy of the phagocytes or white corpuscles, which, having vanquished and devoured their natural enemies the microbes, are obliged to fatten at last, for lack of food, upon the nobler organs of the human frame. In a few years, at the Pasteur Institute or elsewhere, we shall find out a serum which will supply these phagocytes with their necessary nourishment, and so prolong the vitality of heart and brain and lungs in the human individual. . . . The fear of death is an aberration. The fact is that only one man in a million at present dies a natural death. We should live till 140 years of age. A man who expires at 70 or 80 is the victim of accident, cut off in the flower of his days, and he un-

consciously resents being deprived of the 50 years or so which nature owes him. Leave him a little longer in due time he will desire to die, as a child at dusk desires to sleep. The sandman will pass!—Professor Metchnikoff.

For Students of Pharmacy.

The eighty-third annual announcement of the Philadelphia College of Pharmacy, which has just been issued, makes a very readable and informing pamphlet of some 72 pages. A series of excellent half-tone engravings gives attractive views of the different laboratories, including the pharmaceutical, the chemical and the microscopical. The lecture rooms and library are also illustrated. The various courses of study are described briefly, the requirements being clearly set forth, and the superior facilities of the college for imparting instruction can be readily perceived on even a superficial inspection of the plan of study and scope of the lectures as outlined in the prospectus. We have no hesitation in advising intending students of pharmacy to make application to the college at 145 North Tenth street, Philadelphia, for copies of this year's announcement.

Light on the Soda Question.

The "Perfection" Electric continuous automatic carbonator is an apparatus which is intended especially for dispensers requiring a small, compact, yet thoroughly efficient apparatus. It is suggested by the manufacturers, the Liquid Carbonic Acid Company, that this apparatus "sheds light" on the vexed ques-



tion of a small but efficient automatic carbonator furnishing the water at a maximum saturation with carbon dioxide. For details concerning this apparatus our readers should apply to the Liquid Carbonic Acid Company, at Chicago, or any of the branches, which will be found in New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Tex.

Light Direct from Nature's Fuel.

It is now a recognized fact that gasoline is one of the most wonderful of nature's products. It can be used to accomplish a larger variety of results than anything else in common use to-day. It has made possible the automobile, the air ship, and, more wonderful still, the modern lighting system direct from fuel.

Edison said some ten years ago that if it were possible to produce light direct from fuel that it would undoubtedly be the cheapest light in existence. The invention of the Doran Lighting System has solved this problem. Each light is equal to 1200 candle-power, and is produced from the direct combustion of the gasoline, the heat from the light itself being used to generate the gas.

The Acorn Brass Mfg. Company, Green, Fulton and Peoria streets, Chicago, are the manufacturers of this system of lights, and they claim a wonderful saving over all other modes of lighting now in use, from the fact that they get away from the engine, dynamo, boiler, poles, wires, engineer, fireman, lineman and the thousand other accessories necessary in the production of either gas or electricity.

The method of operation is very simple indeed, and is just as convenient as electricity. The lights are fed from a small wire tube, not larger in diameter than a match, that can be run through the building the same as the electric light wires, the difference being that it is not so unsightly and only one wire is necessary to run a system of lamps, in comparison with two large black wires necessary to produce the electric arc light.

The lamps are connected with a storage tank—placed out of doors, if you like—and the gasoline is forced into the lamps in the building as fast as it is used. One thousand feet of the wire tubing would not hold one pint of gasoline, thus there is absolutely no danger.

The pressure is equal all over the system, and one light is as bright as the other. They are convenient from the fact that the lights can be turned up and down to any required candle-power. And once the system is placed in use all that is necessary is to pull a small chain, hanging within easy reach, to secure the light.

They produce a bright, steady, clear illumination that will not affect the eye, and that is much superior to the ordinary electric arc, both in illumination and convenience, as there is no flicker or sputter. In fact, the claim is made that the light is the nearest approach to sunlight yet produced.

The further claim that the system can be operated at about one-tenth the cost to operate any other artificial light upon the market. In fact, the light bill is cut to such an infinitesimal amount that it will scarcely be noticeable, and the user is entirely independent as he owns his own plant.

The manufacturers publish a very beautiful illustrated descriptive catalogue of 48 pages, that they will send to any one interested in better and cheaper lights.

New Drug Corporations.

Recent incorporations having to do with the manufacture of drugs and related products are the following:

Catapathy Association, New York; capital, \$250,000. Directors: E. O. Roessle, Harry Taylor and C. T. Willard.

New York Drug Packing Company, New York; capital, \$25,000. Directors: A. H. Teller, L. A. Espinal and R. E. Parraga.

Manhattan Pharmacy, New York; capital, \$15,000. Directors: H. W. Hall, C. E. Schrenkelsen and I. Schrenkelsen.

Werner Drug & Chemical Company, New York; capital, \$20,000. Directors: J. M. Boland, D. J. Rourke and F. H. Boland.

Craig Indian Medicine Company, Jersey City; capital, \$100,000. Incorporators: Charles Surbridge, George Surbridge and Joseph V. Clark.

Mile. Jewell Mfg. Company, Camden, N. J.; capital, \$100,000. Incorporators: Millie E. Jewell, George C. Fagnan, William A. Goodwin, Willis A. Chamberlin, Lola A. Ronez and Harry N. Knight.

The M. P. Ward Company, organized at Portland, to deal in drugs and medicines; capital, \$50,000; \$50 paid in; par value, \$10. Promoters: Herman D. Eminger, Walter H. Thorpe (treasurer), Boston; Martin P. Ward, Melrose, Mass.; Josiah C. Ward, Benjamin G. Ward (president), Portland.

The following concerns were recently incorporated at Augusta, Me.: The Eclipse Pharmaceutical Company, organized at Kittery, to deal in drugs and medicines; capital, \$10,000; nothing paid in; par value, \$10. Promoters: William B. Hunt, Boston; Frederic M. Libby, Hull, Mass.; William H. Mitchell, Melrose, Mass.; Irving R. Heath, Cambridge, Mass.; F. E. Pike, Portsmouth, N. H.; A. M. Meloon (treasurer), New Castle, N. H.; M. G. Mitchell, Horace Mitchell (president), Kittery.

T. J. McGuire, of Baton Rouge, has been appointed a member of the Louisiana State Board of Pharmacy, to succeed P. L. Viallon, sr., who died recently.

Fairchild's Rights Protected by the Courts.

The firm of Fairchild Bros. & Foster enjoy the confidence and the good will of the vast majority of the drug trade, both wholesale and retail. Both the Messrs. Fairchild are graduates of the Philadelphia College of Pharmacy, and, having passed through the mill of the retail drug store, are in a position to sympathize with the retail druggist. They take an active part in all public affairs of a pharmaceutical character, and have always given both time and money in aid of any public movement among pharmacists. Their goods are precisely as represented, and are all that originality in design and ability in execution can make them, and are exploited on the most highly ethical lines. With such a record they are entitled to receive, and do receive, the most cordial support of the drug trade. When, in spite of these facts, some dealer undertakes to substitute something else when Fairchild's preparations are ordered by the physician, the manufacturers are forced to maintain their rights by resort to the courts, where they are invariably sustained. The fact that they have been compelled to prosecute one druggist in order to maintain their rights in no wise reflects on that vast majority of druggists who recognize and respect those rights. There are, it seems, still some dealers who are so blind to their own interests—leaving out of consideration all questions of right and wrong—as to attempt to substitute something else when Fairchild's Essence of Pepsin is ordered. All such dealers will be prosecuted when detected by the manufacturers. One such case was recently decided in their favor, a decree having been entered in the New York Supreme Court on June 25 granting a perpetual injunction restraining James Kerr, of the Borough of Richmond, New York City, from dispensing imitations when Fairchild's Essence of Pepsin is ordered.

A Modern Instance.

The necessity of publicity (advertising) is no longer questioned by even the most conservative, but the form the publicity should take is a matter for serious consideration.

As applied to the soda water trade, it is universally conceded that the druggist's own wall and floor space is his best medium of advertising, provided such space is occupied by a soda fountain which by its attractive design or other unusual feature advertises itself, compels the attention of every passer-by, and silently but eloquently invites him to partake of its delights.

Upon this basis the Scholtz Drug Company, Denver, Col., have just installed the beautiful Twentieth Century Sanitary Fountain, reproduced in the page advertisement of the L. A. Becker Company in this issue of the AMERICAN DRUGGIST, and upon this basis the L. A. Becker Company have built up a business exceeding in rapidity of growth anything ever witnessed in the soda trade.

The Twentieth Century Sanitary Fountain is a radical departure from old styles in outward appearance, as well as other important matters, by this feature alone attracting trade, advertising the store and making the floor and wall space pay dividends. From the public point of view the sanitary feature is, of course, paramount, and the Twentieth Century System leaves nothing to be desired in this respect. It is conspicuously sanitary to the most ordinary observer.

The Becker Company's facilities enable them to install fountains at short notice for those who have delayed decision in choice until now, and to such of our readers as find themselves in this position, immediate communication with the L. A. Becker Company, Chicago, Ill., is suggested.

An Improved Champagne Tap.

Erie Specialty Company, Erie, Pa., are putting on the market "Walker's Quick and Easy Champagne Tap," a device for use in the sick room and hospitals, where it is desired to draw off small portions of sparkling wines, mineral waters or other carbonated beverages, and at the same time to retain their full content of gas for an indefinite period. The tap is an improvement over their old style tap, since the necessity of extra tin points for preventing the blocking of the tube by pieces of cork is entirely obviated by the use of a wire stem, which fits loosely within the interior of the tap until it reaches the point where the caliber of the tube is reduced to make a tight-fitting connection, and in this way the clogging of the tap by pieces of cork is wholly prevented. This screw is fitted with a fiber valve seat, which makes a perfectly gas tight connection far superior to the other styles of manufacture. The tap is put up in a neat wooden box, designed to retail at \$1.25, the entire outfit comprising the tap proper with its valve screw and a gimlet of special construction for piercing the tin seal and upper hard portion of the cork to prepare the way for the tap, this gimlet being provided with a stop which allows it to pene-

trate only part way, thus preventing any possibility of gas escaping. The box also contains a spring ice pick of superior finish and utility, being anti-rust nickel plated and of convenient size; a wire for cleansing the tap also accompanies the outfit. The new tap is of the latest sanitary construction, all parts of it being easily taken apart to allow of a thorough cleansing when needed. The outfit is admirably adapted for a druggist's sundry line. Prices and discounts to the trade can be obtained by addressing the Erie Specialty Company, Erie, Pa., who also manufacture a large line of corkscrews and soda fountain requisites, as listed in their price-list and catalogue.

On the Way to Mackinac.

A trip across Lake Erie, via the steamers Eastern States and Western States, operated daily between Detroit and Buffalo, is a luxury in modern travel to be enjoyed at a moderate outlay. These fresh water leviathans are conceded to be the most intelligently designed and perfectly executed examples of marine architecture in existence for a night passenger route. This line is famed for the courteous treatment extended to its patrons and the absolute wholesomeness of the entire service.

The 285 miles between the two cities are traversed in 14 hours, and after a dusty and tiresome rail ride the change to comfort and pleasure amid the invigorating lake breezes is a boon to the weary traveler.

Steamers leave daily from Detroit at 4 p.m. and Buffalo at 5.30 p.m., arriving at their destinations the following morning at 7.30.

Reduced Rates to the Pacific Coast via Southern Railway.

On July 31 to August 13 special excursion tickets will sold from New York to Los Angeles and San Francisco, Cal., and return at rate of \$66.25, via Southern Railway, final limit October 15, 1903, with proportionately low rates from other points. In addition to the standard Pullman drawing room sleeping cars, operated daily, the Southern Railway operates, on fast trains, tri-weekly, high class, personally conducted, vestibuled excursion sleeping cars between Washington, Los Angeles and San Francisco, Cal., without change, via Atlanta, New Orleans, San Antonio and El Paso, in which the double berth rate is only \$7. The excursion sleeping cars leave Washington at 9 p.m. on Mondays, Wednesdays and Fridays.

Are You on the List.

W. F. Young, P.D.F., of Springfield, Mass., is spending \$10,000 a year in advertising himself as a specialist in veterinary diseases to horse owners, and wherever he gets a letter of inquiry he writes a prescription to be filled at the nearest drug store, taking the name from his list of druggists carrying the remedies in stock. We commend the attention of our readers to Mr. Young's advertisement appearing in this issue, and suggest they make sure of being on the list by sending in their names and addresses to the advertiser.

Ice Cream at 20 Cents a Gallon.

The Kymo Company, 548 Albany street, Little Falls, N. Y., will send on application a free sample of their Kymo, a preparation by the aid of which the pharmacist can produce at a cost of from 20 to 30 cents per gallon an excellent quality of ice cream. Druggists who have used it are enthusiastic in its praises. Remember the address, the Kymon Company, 548 Albany street, Little Falls, N. Y.

People You Meet in the Dining Car.

The general passenger agent of the Alton Railroad, Chicago, will send on application a little pamphlet under the above title, which is one of the cleverest and most original bits of advertising ever issued by any railroad. Write him for a copy.

A good advertising medium is one that brings the matter frequently to the attention of the consumer. Such a one is furnished by the neat little nail file made by J. C. Kenyon.



Owego, N. Y., and illustrated herewith. It is inclosed in an attractive leather case bearing the firm name, with any additional lettering desired.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, AUGUST 10, 1903.

CHICAGO.

ISSUED SEMI-MONTHLY BY
AMERICAN DRUGGIST PUBLISHING CO.,

69-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office, \$1.50

Foreign Countries, 2.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Michigan	Battle Creek	August 18, 19, 20.
South Dakota	Canton	August 11-13.
Wisconsin	Wausau	Chain-o'-Lakes September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
National Wholesalers	Boston, Mass.	September 7.
Proprietary Association	Boston, Mass.	September 7.
N. A. E. D.	Washington, D. C.	October 5.

FEATURES OF THE 1903 MEETING.

PROBABLY the most important feature of the fifty-first annual meeting of the American Pharmaceutical Association, which is reported so fully and so promptly in another part of the AMERICAN DRUGGIST, was the presentation of the plan for the establishment of a National Bureau of Food and Medicines. The plan was most ably advocated by Prof. H. H. Rusby, of New York, the chairman of the joint committee of the Association having the matter under consideration, and while considerable difference of opinion was expressed concerning the feasibility of the project, it certainly occupied a large portion of the time of the convention. Convinced as we are of the total impracticability of the entire scheme as applied to pharmaceutical products, the fact that it has enlisted the support of so able a champion as Professor Rusby demands that it shall be given at least a respectful hearing.

In summarizing the entire work of the convention it is difficult to indicate any particular feature calling for special remark. The papers in the Scientific Section exceeded in number those presented at the preceding meeting, and they represented, too, a fair degree of average excellence. A few were of considerable scientific value, particularly Dr. Lyons's paper on a modification of Keller's assay method, and Mr. Johnson's on the action on morphine of potassium permanganate and iodic acid. We speak elsewhere of the report of the Committee on Drug Adulterations which this year was more voluminous and valuable than any previous reports. It seems to us that this work bids fair to become one of the most important features of the transactions of the Association. The new committee on Historical Pharmacy furnished a number of interesting communications, and in the address of the chairman of the committee several sources of material for future reports were indicated. The reports of this committee are calculated to be of inestimable service to future historians of pharmacy.

The Section on Practical Pharmacy produced nothing of a novel character, but, as is usual with this section, its proceedings were well attended and participated in by many who take no part in the scientific discussions. The presence of the Board of Trustees of the United States Pharmacopœial Convention lent added interest to the gathering; while the conference of teaching faculties discussed many topics of interest to all educators.

Since the proceedings of the American Conference of Pharmaceutical Faculties are conducted *in camera*, we are unable to present any detailed report. But from what little was made public of the work transacted it would seem that the Conference is accomplishing quite

as much as had been hoped for, and new fields of usefulness are constantly opening out. Both in the address of the chairman of the Conference and the address of the president of the Association, the desirability of co-operation between the Conference and the various boards of pharmacy was pointed out, and a joint conference between the boards and the teaching faculty may yet be accomplished. A joint meeting of this kind would be highly desirable from several points of view. It would be likely, for one thing, to result in bringing about greater uniformity in standards both for graduation and for registration.

The election of Lewis C. Hopp to the presidency of the Association has given general satisfaction, and the selection of Kansas City as the next place of meeting was an excellent choice, in view of its proximity to St. Louis. As provision will be made for a visit to the World's Fair during the week of the convention, the selection is sure to meet with approval, and the attendance of a large number of pharmacists from all parts of the country is assured.

OUR INIQUITOUS PATENT LAWS.

IT is unfortunate that the Commission appointed by President McKinley to revise the United States patent and trademark laws has seen fit to ignore the recommendations of the American Pharmaceutical Association. The Commission's report, known as Senate Document No. 20, permits the old injustice to American pharmaceutical manufacturers to the great and unmerited advantage of foreign makers. On the presumption that our laws are made for the benefit of our citizens, it is difficult to see why the arguments of foreigners against American legislation should have weight, more especially when such arguments are not based upon equity. Foreign manufacturers are permitted by the laws of the United States not only to make money out of American consumers in a way forbidden by their own governments, but to use the enormous resources of this country to build up vast industries in their own countries. Dr. F. E. Stewart's analysis of Senate Document No. 20, in his report to the American Pharmaceutical Association at the Mackinac meeting, shows very clearly not only that it will be to the advantage of American pharmacists to have the present law repealed, but that the public will be the greater gainers. Under present conditions, the quack, uneducated and unprincipled, is placed on the same level as the enlightened and honorable pharmaceutical manufacturer, nay more, he is protected against honest competition, in the face of which he would quickly succumb.

If the present situation is not speedily changed, the pharmaceutical profession will have to modify its characteristics to meet the altered conditions. It would be a sorry day for the profession and the public if pharmacy were to become a mere business with its only avowed object the amassing of money. There is now in the pharmaceutical, as in the medical profession, a sense of honor

apart from mere business probity, the loss of which would be but poorly replaced by monetary ease.

BRITISH PHARMACISTS AND THE DISPENSING DOCTOR.

T. H. WILLIAMS IDRIS, in his presidential address to the British Pharmaceutical Conference—a national organization of like character with the American Pharmaceutical Association—besides discussing the subject of essential oils, in which he is particularly interested, referred to a matter of wide general moment, when he spoke of the probability of British legislation to prevent the dispensing of prescriptions by physicians. We are beginning to be troubled by this practice in the United States, and it is said the custom is growing to such an extent that, as a druggist in a country town recently said to us, the pharmacist may soon be obliged to install a doctor in the back office, to prescribe for slight ailments, in order to offset the loss of trade involved in the dispensing by physicians. The number of casualties reported by Mr. Idris, as due to the dual rôle played by the doctor, affords a striking warning of its dangers. A little learning is truly a dangerous thing; physicians who are acquainted with the intricacies of the pharmacist's calling are the least likely to infringe on his prerogatives. The substance of Mr. Idris's address is given in the special report of the meeting of the British Pharmaceutical Conference, printed elsewhere in this issue.

CO-OPERATE WITH THIS COMMITTEE!

AMONG the papers of exceptional interest and value presented at the Mackinac Island meeting of the American Pharmaceutical Association, that embodying the report of the Committee on the Drug market stands out conspicuously. It is a paper of more than ordinary merit and one which furnishes good evidence of fidelity on the part of the individual members of the committee to the work allotted to them.

The value of the investigations carried out by this committee in the line of calling attention to variations in standards of purity of drugs and chemicals can scarcely be overestimated; for, apart from the benefits which pharmacists as such will undoubtedly derive from their work, by insuring the greater purity of the drugs handled by them, the medical profession and the public will be benefited; and, when it is more generally known among the medical profession that pharmacists are themselves taking the initiative in the matter of detecting drug adulterations and maintaining standards of purity, the gain will be twofold.

The substance of the committee's report is given on another page in this issue, and members of the association and other pharmacists to whose attention it may come should resolve to co-operate with the committee by reporting any variation in standard that may come to their attention, for such co-operation is cordially invited by the committee. Reports covering the entire country might be obtained in this way and prove of great value. The committee have heretofore been entirely dependent upon their own personal efforts and it would certainly redound to the benefit of all if a more general participation in their work on the part of pharmacists throughout the country could be secured.

COD LIVER OIL AND ITS ADULTERANTS.¹

By E. H. GANE, Ph.C.,

New York.

THE present scarcity of Norwegian cod liver oil, coupled with the extraordinary advance in the market price, has resulted in especial attention being drawn to this article. The fact that the present year's crop of oil is totally inadequate to supply the normal demand has led to the offering of numerous substitutes and to considerable adulteration.

It is somewhat of a reflection upon American manufacturers that we should be still almost wholly dependent on foreign sources for our supply of cod liver oil in view of the fact that fish sufficient to supply the markets of the world are annually caught off our coasts. Cod liver oil, it is true, is produced in considerable quantity, but its quality is such as to practically bar its use for medicinal purposes. With a protection tariff of \$4 per barrel (of 30 gallons) in our favor, there can be no excuse for such a condition of affairs. It has been pointed out time and time again that cod liver oil, of quality second to none, can be produced in this country, but manufacturers still seem loth to take advantage of their opportunities. The Newfoundland makers are more wideawake, and have for years turned out a fine grade of medicinal oil, which is fully the equal, if not superior, to the Norwegian product. Strangely enough almost the whole of their surplus product goes to Europe, the annual sales to the United States being a mere trifle, and at the present time the world is looking to that island to supply the deficiency in the Norwegian output.

The Norwegian oil holds its place in our market solely by reason of its superior purity, due to the care with which it is prepared and to its freedom from admixture with oil from the livers of other fish. The majority of the New England output, the so-called "Newfoundland," "coast" or "shore" oil is contaminated either by being prepared from decomposed livers, from the livers of other fish caught along with the cod or sometimes by direct admixture with foreign oils. The main use of this oil in pharmacy has been either for the preparation of cheap emulsions, or for mixing with the Norwegian oil. Much of it is of so objectionable a character, as to be unfit for medicinal use.

SOME COMMON ADULTERANTS.

Pharmaceutical literature is full of references to adulteration of cod liver oil. Among the adulterants of Norwegian oil, which has been mentioned are shark liver oil, oils from the ling, haddock and other fish which frequent the cod fishing grounds, ray liver oil, seal oil, mineral and rosin oils. No instance has been reported, however, of the finding of a specimen adulterated with the last substance, and shark liver oil is no longer a commercial product. Occasional admixture of oil from the livers of fish caught along with the cod doubtless occurs, but especial care is taken by the leading Norwegian manufacturers to prevent even this addition, while competition and the requirements of the European market have served for many years to prevent any extensive adulteration at producing centers. Among the adulterants of American oil mentioned are seal, menhaden and other fish oils.

The United States Pharmacopœia requires cod liver oil to have a specific gravity of 0.920 to 0.925 at 15 degrees C., to deposit very little or no solid fat when kept for some time at a temperature of 0 degree C., and to give a rose red color changing to lemon yellow on admixture with fuming nitric acid. Lax as those requirements are deviation from them is only too common in the case of the commercial article. This is especially the case at the present time, owing to the failure of the Norwegian fishery. An examination of numerous samples of cod liver oil offered in the New York market during the last six months shows that unless the yield of pure Newfoundland oil be unusually large, adulteration and substitution will, during the ensuing winter months, reach proportions hitherto unheard of. Before detailing the results of this examination it may be well to draw attention to the constants which are now generally accepted for fine medicinal oil.

Accepted Cod Liver Oil Constants.

Specific Gravity: The Pharmacopœia limits are from 0.920 to 0.925, which are rather low, as most commercial samples range from 0.924 to 0.928. It is said that genuine samples may run as low as 0.920, but if so they are very scarce. The British Pharmacopœia limits are from 0.920 to 0.930 and the German from 0.920 to 0.931. The B. P. figures would seem to be within reasonable limits.

Acidity: The U. S. P. allows a faint acidity to litmus paper moistened with alcohol. A definite limit of acidity would have been better, as this figure is a useful indication of admixture with other fish oils as well as of the age of the genuine oil. Not to exceed 1 per cent., calculated as oleic acid, is generally accepted as a reasonable limit for medicinal oil.

Melting Point of Fatty Acids: This should be within the limits of 21 to 26° C. Most samples average 23° to 25° C., rarely as high as 26° C.

The *Saponification Figure* is of little value as an indication of purity. Most fish oils vary but little from cod liver oil in the amount of alkali required for saponification. The German Pharmacopœia allows a maximum of 19.6 per cent. of caustic potash.

Iodine Absorption: This figure is useful as an aid in detecting adulterants other than fish oils. Authorities differ as to the limits allowable. Allen gives 126 to 166; Parry and Sage 153 to 168, and the German Pharmacopœia 140 to 152, with a four hours' absorption. These differences are probably due to variation in the time allowed for absorption. Allen says that two hours is sufficient, but in the author's experience this is too short a time. Some samples of cod liver oil require at least four hours for complete absorption, and it is better to allow six in order to obtain uniform results. Allowing six hours' absorption, all commercial samples of genuine oil that have come under observation have fallen within the limits of 153 to 171 per cent.

Sulphuric Acid Test: This is of no value for detecting admixtures. A violet coloration is produced with all liver oils. Substitutes other than fish liver oils may be distinguished, however. The best mode of application is to dissolve the oil in carbon disulphide before adding the acid, as adopted by the German Pharmacopœia. Seal oil, when pure, is readily differentiated by this test.

Nitric Acid Test: The British Pharmacopœia directs nitric acid (S. G. 1.42) to be added to the oil in a test tube, when a ring of albumen should be formed at the contact surface of the liquids. It is necessary to allow the tube to stand several hours, but the test is of little value as an indication of purity. A more reliable test is that mentioned in the U. S. Pharmacopœia, which consists in adding five or six drops of fuming nitric acid to twenty drops of the oil on a watch glass. A rose red color should instantly be produced at the points of contact. When the mixture is well stirred the entire fluid should assume a rose red color, which rapidly changes to orange and lemon yellow if the oil is pure. This test is also official in the German Pharmacopœia. Bedall has recently stated that the test is not applicable to old oils. The author is not able to confirm this objection, oils which readily gave the reaction when fresh still reacting perfectly when a year old. This statement is, however, based on examination of a limited number of samples. In the writer's experience this is one of the most useful tests of a pure oil. It is especially valuable for detecting admixtures of coast or shore oil, but is of little value for detecting admixtures with refined seal oil. A mixture of equal parts of Norwegian cod liver oil and refined seal oil passes the test readily. Seal oil can, however, be easily detected in another way.

Freezing Test: The U. S. Pharmacopœia and the German Pharmacopœia both state that on standing for "some time" at a temperature of 0° C. no solid fat should separate out. The B. P. fixes a time limit of two hours. This test is useful for excluding admixtures of seal and certain fish liver oils, vegetable and lard oils, all of which give more or less precipitation under such conditions. Recently, however, non-freezing fish liver oils and seal oils have been offered which will pass this test. It is rare, however, to find a refined seal oil which will not deposit some fat on prolonged subjection to a temperature of 0° C. Useful indications are obtained by subjecting the oil to still lower temperatures for a short space of time, and in the table of results appended the widely divergent behavior of various oils on subjection to a temperature of -5° C. and -10° C. for fifteen minutes is strikingly illustrated.

SEAL OIL A COMMON ADULTERANT.

Of all the adulterants mentioned seal oil is by far the most common at the present time. Much of the commercial seal oil is of a light brown color, and very strong fishy odor, entirely unsuited as a cod liver oil substitute, but it is possible to obtain seal oil refined and bleached so that the odor is almost entirely removed, and the color nearly water white. This variety is largely used for admixture with the coast oil in order to lighten it in color and reduce its odor. Considerable quantities are exported to Europe. Most authorities state that mixtures of this oil with cod liver oil can readily be detected by the lower iodine number of seal oil, and by the nitric acid test. It has already been pointed out that this refined seal oil is so little affected by nitric acid that mixtures containing at least 50 per cent. will readily pass the test. The iodine absorption figure of seal oil is lower than that of cod liver oil, but it will readily be seen from the details given below that this figure is not of much value, *per se*. There is, however, one test, and fortunately for the retail pharmacist a very simple one, by which seal oil can quickly be detected. When saponified it yields a most evil smelling soap and mixtures of seal, and cod liver oil can at once be recognized by treating the oil with excess of alcoholic potash until a clear solution is formed, and noting the odor of the resulting fluid. Pure cod liver oil or mixtures of various fish oils yield a soap of a fishy or slight herring-like odor, entirely different from the foul odor of a seal oil soap. The odor is intensified by diluting the alcoholic fluid with water, boiling to expel alcohol and acidifying the soap solution with hydrochloric acid to liberate the fatty acids. Seal oil in any proportion yields a mixture of a very characteristic objectionable odor. The freezing test is also useful for detecting mixtures of cod liver and seal oils, non-freezing seal oils being the exception rather than the rule. Constants obtained on examination of samples of the commercial light brown and water white seal oils are given in the appended table. Menhaden oil has been mentioned as an adulterant, but its use is not common on account of the difficulty in removing its strong herring-like odor. The bleached winter white variety is obtainable of a very pale color and only a slight herring-like odor. It may be detected by the nitric acid test and by the fact that the fatty acids are of a much higher melting point than those obtained from pure cod liver oil. The strong herring-like odor developed on heating with alcoholic potash is also a useful indication of its presence.

"Fish liver oil," which has recently been offered in the Lon-

¹ Read at the Mackinac meeting of the A. Ph. A.

Sample	Color	Odor	Specific Gravity 15.5° C.	Per Cent of Free Fatty Acids	Melting Point of Fat Acids	Per Cent of K O H for Saponification	Saponification Equivalent	Iodine Absorption Per Cent 6 Hours	Nitric Acid Test		Freezing Test		
									Before Stirring	After Stirring	At 0° C.	At -5° C.	At -10° C.
No. 1 NORWEGIAN OIL	Pale Straw	Character- istic	.9288	1.13	34° C.	19.35	290	171	Rose Red	Rose Red to Lemon Yellow	Clear	Slight Turbidity	Very Turbid
No. 2 NORWEGIAN OIL	Pale Straw	Character- istic	.9265	1.23	31.5° C.	18.81	297	167	Rose Red	Rose Red to Lemon Yellow	Clear	Clear	Very Faint Turbidity
No. 3 NORWEGIAN OIL (Old)	Light Brown	Strong Fishy	.9245	5.11	30° C.	18.47	308	153	Brownish Red	Dark Brown	Clear	Clear	Solid
No. 4 NORWEGIAN OIL	Yellow	Character- istic	.9254	3.53	33.5° C.	19.14	292	158	Rose Red	Deep Orange to Lemon Yellow	Clear	Clear	Clear
No. 5 NEWFOUNDLAND OIL	Pale Straw	Character- istic	.9275	1.15	34° C.	19.14	292	164	Rose Red	Rose Red to Lemon Yellow	Clear	Slight Flocculent ppt.	Turbid Flocculent ppt.
No. 6 COAST OIL	Pale Straw	Like Seal Oil	.926	3.06	34.5° C.	19.65	284	185	Light Brown	Dirty Brown	Clear	Clear	Clear
No. 7 COAST OIL	Deep Straw	Slight Herring Odor	.926	3.94	34° C.	19.37	299	180	Brown	Reddish Brown	Clear	Clear	Thick Turbid
No. 8 COAST OIL	Straw	Slight Herring Odor	.9265	3.66	35.5° C.	19.35	290	184	Light Brown	Dirty Brown	Clear	Clear	Solid
No. 9 COAST OIL	Yellow	Slightly Fishy	.926	3.30	35° C.	18.56	301	150	Reddish Brown	Dark Dirty Brown	Clear	Clear	Very Thick and Turbid
No. 10	Pale Yellow	Fishy	.9265	1.55	35.5° C.	19.08	294	161	Reddish Brown	Dark Reddish Brown	Clear	Clear	Clear
No. 11	Yellow	Like Whale Oil	.9274	1.39	34° C.	18.75	296	165	Reddish Brown	Yellowish Bwn Rapidly Darkening	Clear	Clear	Clear
No. 12	Pale Straw	Strong like Herrings	0.921	1.41	35.5° C.	17.61	317	163	Brown	Light Brown	Clear	Clear	Thick Turbid
No. 13	Pale Yellow	Fishy	0.9268	5.36	37° C.	19.36	286	164	Reddish Brown	Reddish Bwn to Nearly Black	Faintly Turbid	Very Turbid	Semi-Solid
No. 14	Very Light Straw	Ft. Fishy and like Lard Oil	.9215	0.65	35° C.	19.33	290	119	Faint Brown	Faint Brown	Slight Flocculent ppt.	Very Thick and Turbid	Solid
No. 15	Deep Straw	Slight like Whale Oil	.927	3.84	29° C.	19.37	289	167	Brown	Dark Brown	Cloudy Slight ppt.	Heavy Flocculent ppt.	Thick Semi-Solid
No. 16	Pale Straw	Slight Seal Odor	.9244	1.21	35.5° C.	18.9	297	184	Light Brown	Deep Yellowish Brown	Very Cloudy	Thick, Very Turbid	Semi-Solid
No. 17 MENHADEN OIL (Bleached)	Very Pale Straw	Like Herring	.9255	1.33	33° C.	20.04	297	117	Light Brown and Rose Red Streaks	Dirty Red Brown	Clear	Clear	Clear
No. 18 SEAL OIL	Light Brown	Strong Character- istic	.9260	1.94	34° C.	19.31	293	187	Rose Red and Brown Streaks	Dirty Red Brown, Very Dark	Clear	Clear	Clear
No. 19 SEAL, (Bleached)	Faint Straw	Very Slight Fishy	.9234	0.67	35.5° C.	18.35	305	140	Faint Brown	Faint Brown	Heavy Flocculent ppt.	Very Thick Semi-Solid	Solid

Table of Results of Examinations of Cod Liver Oil.

don market, seems to answer most of the tests for a pure cod liver oil, and is likely to prove difficult of detection when mixed with the latter. It has a high acidity (3.10 per cent.) and a low refractive index.

An adulterant, which has lately come again into use, is lard oil. This oil lowers the specific gravity, has a very small iodine number, and its fatty acids are of high melting point. It can thus be readily detected when mixed with cod liver oil.

Appended is given a table of results obtained from examination of a number of samples of cod liver oil offered in the New York market during the past season.

DETAILED ANALYSIS OF THE FIGURES.

Nos. 1, 2 and 4 were samples of Norwegian oil from original packages, and are to be taken as extreme types rather than as representative samples, which usually run inside these limits. The high acidity of No. 4 points to the presence of other fish oils. No. 3 was claimed to be simply an old sample, but it is obviously of doubtful purity. The high acidity might be due to age, but the high melting point of the fat acids is suspicious. Sample No. 5 is a Newfoundland oil and of excellent quality. Samples Nos. 6, 7, 8 and 9 are representative coast or shore oils. The high acidity and melting point of the fat acids are characteristic of this kind of oil. Nos. 8 and 9 contain seal oil, as indicated by the odor on saponification, low iodine number and freezing test.

Samples Nos. 10, 11, 12, 13 and 15 were offered as Norwegian oil in original tin lined casks, and are probably mixtures of Norwegian and coast oil. The two latter contained seal oil.

Sample No. 14 is interesting from the fact that it came from an apparently intact package of one of the leading Norwegian

manufacturers through a New York jobbing house. It is almost pure lard oil.

Sample No. 16 is nearly pure seal oil.

Sample No. 17 is a typical sample of bleached winter white menhaden oil. Sample No. 18 is the ordinary commercial seal oil, while No. 19 is a specially refined seal oil prepared from young seals and sold for mixing with cod liver oil.

The figures in the table herewith were obtained by the usual methods. The free fatty acids are calculated as oleic acid, and the percentage found by heating a known weight with excess of carefully neutralized alcohol and titrating with decinormal alcoholic potash, using phenolphthalein as the indicator. The iodine figure is for a six hours' absorption. The results noted under the head of "freezing test" were obtained by keeping the oil for a period of 15 minutes at the temperatures indicated. At -15 degrees C. all the samples froze to a solid mass.

Three Simple Tests.

For the benefit of the retail pharmacist who has not the time nor apparatus for making the various determinations, or who may object to them on the ground of their being "too scientific" for him, and who demands a simple test that can be carried out in the store, it may be pointed out that if he will

perform the following three simple tests he will be able to form a not inaccurate opinion as to the quality of the oil furnished him:

1. Place half an ounce of the oil in a test tube and allow to stand in shaved ice for two hours. A pure non-freezing oil should remain perfectly clear.
2. Boil one fluid drachm of the oil with half an ounce of a 5 per cent. solution of caustic potash in alcohol until the solution is clear. Dilute with two ounces of water and heat until the alcohol is expelled. Then add an excess of hydrochloric acid and note the odor of the fatty acids. A strong herring-like odor or a bad smelling liquid indicates adulteration with seal or other oils. A faint herring odor may be disregarded. Pure cod liver oil usually yields a soap and fatty acids of a fishy smell, with no bad odor.
3. Place twenty drops of the oil on a watch glass and add five drops strong nitric acid. Stir well and note the color. Pure cod liver oil gives a beautiful rose red color which changes in about half an hour to lemon yellow. A dirty brown or blackish mixture indicates adulteration with other oils.

A bibliography is appended for the assistance of those interested.

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SOME ASPECTS OF DRUG ADVERTISING.¹

By ULYSSES G. MANNING.

South Bend, Indiana.

ADVERTISING is a large subject; so large, in fact, that any attempt to discuss it in a brief paper must prove unsatisfactory. The problem is not so much what to say as what to leave unsaid. We can merely touch upon a few phases of the subject, and the difficulty is to determine which of the many divisions of the theme will be of the greatest general interest.

I believe, however, that it is better to omit discussion of minor details and to confine ourselves to consideration of essential principles. These are the things that cannot be discussed too often, for upon the application or violation of them depends success or failure in advertising. Find a man anywhere who has not advertised successfully and you are almost certain to learn that he has disregarded one or more of these vital principles.

ADVERTISING AS A SCIENCE.

Advertising is a science in the making. Many of its laws are imperfectly understood, but there are also many things that have been pretty well determined. All those who have had wide experience in retail advertising are apt to agree upon certain essentials which must be observed if the highest success is to be obtained. It is possible to make a great many mistakes in advertising and still win if four or five principles are properly regarded. Before touching upon these main points it would be profitable, if we had time, to discuss at length

THE NEED OF ADVERTISING.

This need is recognized in a general way. Most druggists believe in advertising, but the fact is not so well recognized that there is more necessity for it now than a few years ago, and that the need for this modern commercial lever is becoming more and more imperative all the while.

This is an advertising age. It has been made so by certain developments of our social and economic life, and we have to keep step with progress whether we wish to do so or not.

We are all familiar with stores which have thrived with apparently little or no advertising. There will continue to be such stores, but there will be fewer of them. As a matter of fact, however, no store attains success without advertising. The druggist who wins a large measure of trade without the use of printed advertising owes his success to another kind of publicity—to the word-of-mouth kind, to the advertising which his service and customers give him. But there is not one of these stores which would not grow still more thriftily if aided by an adequate advertising campaign; the better the store the greater the results are sure to be.

ALL ADVERTISING MUST HAVE AN ADEQUATE FOUNDATION.

This brings us to the first essential, which is that all effort must have an adequate foundation. The highest success can only be obtained when the store is so conducted as to securely hold the business that advertising brings.

Advertising is not a scheme for disposing of goods to reluctant or hypnotized buyers. It does not wrap up goods or make change. It is primarily a means of making known the merits of one's merchandise or service. The rest depends upon the impressions that people receive when they come to buy.

As far as the stores represented here are concerned there is no need, I dare say, to emphasize this matter, but I have reason to believe that throughout the trade at large there is not enough care taken to properly back up the advertising.

CULTIVATE TRADE.

It is not quite enough that trade should be waited upon, it should be cultivated. Clerks should be impressed with the fact that the basis of good salesmanship and good store service is interest in the customer; a real, not an assumed, interest. This interest is apt to be stimulated by recognition of the value of the individual customer. It is hard in the rush of daily business to see in each individual outside the counter a visible asset of considerable value, yet the customers who enter the store during a single day may represent a yearly trade of a thousand dollars or more. Customers who are drawn to a store by advertising come with a certain amount of enthusiasm, which must, of course, never be chilled or they are lost forever.

The next essential is faith in advertising. Faith is something that cannot be summoned at will, but it can be developed by judicious experiment. Ample faith is necessary for the highest results, because in all advertising the best results have

to be waited for. They are results that come slowly, but which extend over all the years that the business exists.

HAVE A DEFINITE PLAN.

The next thing is to have a definite plan. Lack of such a plan is the rock upon which many an advertising druggist is wrecked. Better a poor plan than none at all.

Decide how much you will spend for the year; then determine how you will spend it. Plan to devote so much to newspaper advertising, for instance, and the remainder to circular work.

Put it down on paper, arrange a detailed plan of action, then if necessary modify or reconstruct your plan as you go along, but have a plan at all times. Without this the pressure of other matters is quite sure to interfere, cause neglect of advertising and loss of results that could as well be had.

I have seen many instances of how the adoption of a definite campaign has yielded remarkable results. One case will illustrate. A druggist who had been in business for 14 years had during the time advertised in a desultory way, without system, without knowing what he spent for advertising and without any analysis of local conditions. In the 14 years he built up a trade of \$14,000 a year, at which figure the limit appeared to have been reached.

As an experiment he concluded to advertise in a systematic manner, having a definite appropriation to be expended in accordance with a plan that was carefully evolved. The result was that in three years his business grew to over \$22,000 a year. During these three years he doubtless spent a little more money for advertising than he had before, but the results from other and similar experiments make certain that a large share of the growth was due to his systematic campaign.

It has been my fortune to have had considerable to do with the advertising of about 1,200 drug stores, and a little to do with the advertising of several hundred more. Out of this experience I have gleaned several things, but nothing has been more clearly proved than that system is necessary.

The next principle to be observed, and the most important of all, is persistence.

It has always been interesting to me to note in the hundreds of advertising successes that have come to my attention a certain similarity of experiences. The beginning has in most cases been marked by a dogged determination to give advertising a thorough trial. A druggist, inspired by the results he has seen secured by others, makes up his mind that he will try to get them also, and that for a year or more he will go at it right and do everything he can whether he makes anything by it or not. It usually happens that before a year has elapsed all doubt as to the results has vanished.

TIME THE IMPORTANT FACTOR.

Advertising without faith and persistence must be barren of substantial returns, because time is the important factor. In drug, and all other retail advertising, the immediate results, no matter how satisfactory they may be, are the least important ones. The chief gain to be realized is permanent customers rather than immediate sales. The winning of permanent trade cannot be achieved in a day or a month. It is a slow but reasonably certain process. Because it takes time and because the pulling power acts slowly, almost imperceptibly, advertising once begun must never be stopped. If it is stopped the subtle influence it has already exerted will be largely dissipated.

In giving quinine for malaria no satisfactory results will be had by administering one-eighth grain doses, or by giving an ounce at a time, or by giving suitable doses at weekly intervals. You have to give proper doses at proper intervals, and keep it up until the patient recovers—and there is no harm in continuing the remedy for a time after recovery in order to guard against relapse. So with advertising. You must administer it in right quantities at suitable intervals and time must be given it to do its work, remembering that if the treatment be discontinued all ground gained is apt to be lost.

ADVERTISE ADEQUATELY.

Another important principle is that enough advertising must be done.

A large proportion of advertising druggists fail to get satisfactory results for this reason. Like the children of Israel, they wander just without the borders of the promised land and never realize how near the goal they are.

One of the wisest of the men who have helped to develop American advertising has a favorite expression, which is this:

"ADVERTISING MUST BE MADE TO PAY."

What he means by this is that there is little use spending any money for advertising unless you spend enough to insure

¹ Read at the twenty-second annual meeting of the Indiana Pharmaceutical Association, held at Lafayette, June 3 and 4.

success, that there is no use trying to get over a 12-foot wall with an 8-foot ladder; that if you try to start a five-horse load with a 3 horse-power engine you might about as well have no engine at all. To accomplish what advertising is to do in any given instance a certain amount of it is necessary.

HOW MUCH SHALL BE SPENT?

The druggists throughout the country who are making marked success as advertisers are spending from 2½ to 3 per cent. of their sales for publicity.

There are some who need not spend as much; there are a few who can safely spend more. Two and one-half per cent. has been found to be a good working rule.

Many of those who have not appreciated the necessity and economy of expending enough will be surprised, I am sure, if they will divide the sum they spend yearly for advertising by the number of people in their respective communities. It is apt to be found that from 2 to 5 cents a year is all that is being used to influence the trade of each possible customer; that from 10 to 20 cents a year is all that is spent in the endeavor to win the trade of each family, and yet the trade of a family is worth from \$10 to \$20 a year.

If we had time it would be worth while to discuss advertising as an investment, for all right advertising is an investment. Remember, first, that a druggist's trade is of a more permanent character than that of most merchants; there are more of the elements of confidence and dependence in it. Second, that the first sale an advertisement produces is often only the beginning of trade relations that may last for years, and that you can well afford to spend much more than the profit on the first sale to get a man into your store for the first time. The certainty of these cumulative results make good advertising a safe and profitable investment.

It must also be remembered that advertising is not alone a means of attracting customers for the daily necessities in the drug line, but that it serves to develop latent trade. It creates wants, it expands the trade of regular customers. For this reason if a man has the only store in the community he should still advertise.

This is a very potent element of advertising that is commonly overlooked. All over the country are druggists who have a phenomenal trade on certain articles, trade developed by advertising, while in adjoining communities the same goods are not in demand at all.

ADVERTISE YOUR OWN GOODS.

One sort of trade than can readily be developed by advertising is that upon a druggist's own special preparations. Many do not realize the possibilities in this direction and are therefore content with a modest demand, which is usually not a tenth of what it might be. It pays to push specialties, because of the direct profit and because this trade helps to hold and extend other trade.

THE QUESTION OF METHODS.

As to methods to be employed in pushing specialties, or the stock in general, this is in a measure an individual problem.

The essential thing to be done is to place before people persistently the best reasons that exist for the purchase of your goods or the employment of your service.

How to reach people in the most direct manner is the chief element of the problem, and this is not usually difficult to solve. For the average store in the average town the use of adequate newspaper space is apt to be the backbone of the campaign. This advertising should, as a rule, be supplemented by some regular system of circular work. In the smaller towns and cities the greatest successes to-day are being made by a combination of these two time-tried methods. In the large cities, especially in the case of neighborhood stores, circular advertising is often the only method that can be employed.

The materials for good advertising matter everywhere are those facts about goods or service which would appeal to sensible people if presented by word of mouth.

ADVERTISING IS SALESMANSHIP IN PRINT.

The use of schemes, bizarre methods or attempted originality are the expedients of those who fail to realize that the abiding results of advertising are public esteem and good will, and that these depend upon recognition of the substantial qualities of the store or its management, and that such qualities find expression in common sense methods only.

The consideration of any advertising campaign should be taken up with due appreciation of its importance. It should have that systematic attention which its importance demands. Advertising should be studied carefully and employed intelligently. It is responsible for magical success in all lines of trade, and there is no worthy merchant who cannot be benefited by proper employment of it.

It should be pursued with confidence and patience. The experience of no two advertisers is alike. Unexpected difficulties are apt to be met, but those who keep steadfastly in mind the essential principles we have discussed are not apt to go far amiss or to be denied substantial results in due season.

It is well to be prepared for some disappointments; all advertisers have them. Human judgment is fallible and there are apt to be unforeseen hindrances. At times when there is every reason to expect decided results none are realized. Such failures come to the most successful and they often baffle analysis.

UNEXPECTED RESULTS.

On the other hand, advertisers often get more results than they are entitled to, like the man who in adopting an old ruse to secure the return of his umbrella advertised as follows: "The person who stole my umbrella yesterday is known. If the umbrella is not returned in the meantime a warrant will be served at 9 o'clock to-morrow." In the morning his front yard was full of umbrellas that had been thrown over the fence during the night.

Then, too, there may sometimes be results quite different from those advertised for, as in the case of a druggist who used an ad something like this:

.....
: Wanted.—500 babies to use our :
: nursing bottles and other nursery :
: supplies. :
:
:

That night a baby was left on his doorstep with a note saying, "I can let you have one of that five hundred."

Advertising would be too tame and easy were it not for these little unexpected things.

The thing to do is not to mind them. Just go ahead. Remember that whether an ad pulls or not it is part of your general campaign of publicity. No ad can be placed before thousands, or even hundreds, of people without exerting some influence somewhere. This influence may bring a customer for something entirely different from the article advertised. This customer may in time bring another, and thus the chain of influence reaches on into years to come.

The chief returns are often so gradual and indirect that it is hard for the inexperienced to give advertising credit for them.

In conclusion, I wish to say that there has never been a better time to advertise than now. Trade conditions are favorable to unusual success.

Druggists are still very conservative in this matter; I think Indiana druggists are especially so. There is as good advertising done in the State as anywhere, but these instances are less common in many localities, notably the West. This means that for scores of druggists throughout the State rare opportunities exist which may easily be developed.

Isopyroine is a substance extracted from *Isopyrum biterminal*, and differs from the isopyrine isolated by Hartsen from *I. thalictroides*. Its formula is $C_{28}H_{46}NO_8$. The hydrochloride of this substance crystallizes from its aqueous solution in long, fine, crystalline needles, melting at from 255 to 257 degrees C. The double salt of platinum melts at 238. The alkaloid is liberated by sodium and is crystallized in alcohol, melts at 160 degrees, and loses its crystalline form when it is heated to 100 degrees.—(*Pharm. Journ.*, quoted in *Répertoire de Pharmacie*, June, 1903.)

The Determination of Morphine.—Allen and Scott-Smith (*Pharmaceutische Rundschau*, 1903, p. 73) use the following process for determining the presence of morphine which is both rapid and exact. The alkaloid is extracted by means of amylic alcohol, the solution being shaken with a little dilute acetic acid. A few drops of the acetic solution are placed in a watch glass, which is covered with a second watch glass preferably moistened with a concentrated solution of ammonia. At the end of half an hour the microscope shows crystals of morphine, the shape of which is characteristic. If the result of this test is negative, the classical color-reactions must be tried, but they are more complicated.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

The Correct Method of Preparing a Mixture of a Chlorate and an Acid.—W. D. R. writes: "I enclose copy of a prescription for criticism in the Queries and Answers column of your valuable journal. The formula is:

R Potass. chloratis.....gr. xl
Acid hydrochloric.....3i
Syrup. simplici.....3i
Aque pura.....q. s. ad 3vi
M. et sig.: Gargle.
Mix, so as to chlorinate strongly.

"This prescription was dispensed in the following manner: The potassium chlorate was first dissolved in the water and the acid gradually added, a few drops at a time, stirring meanwhile with a glass rod. The syrup was added lastly. After preparing the solution in this way an odor of chlorine was generated sufficient in my judgment to accomplish the desired effect.

"A few days later the prescriber called at the store and brought the conversation around to the mixture, saying that it was clear in appearance and had very little odor of chlorine. He intimated that the proper way to have mixed it was to pour the acid on the potash, then to add a little water and shake, and repeat this until all was taken up. This, he said, was the only way to retain the chlorine and give the solution the right yellow tinge.

"Not wishing to enter into any discussion of the subject with the physician, and preferring to submit the matter for decision to higher authority, I concluded to put it before the AMERICAN DRUGGIST. Although I have been a dispenser for several years, I am still willing to learn. I would like you to state positively the correct way of dispensing the prescription, and if my way was the right one."

The obvious intention of the prescriber here was to produce a solution of chlorine, for he directs the pharmacist to "mix, so as to chlorinate strongly." While the gas would be liberated slowly but completely in a dilute solution, and many pharmacists follow the plan of first dissolving the potassium chlorate in the water and adding the hydrochloric acid to the solution, this is not the proper way to compound a prescription of this kind. The acid should be added direct to the chlorate contained in the bottle. The bottle should then be corked and shaken until effervescence ceases, the water being added slowly, when the reaction is completed, followed by the syrup. Prepared in this way the mixture is chlorinated before it reaches the patient's hands, and the prescriber's intentions are fully met.

Scoville, discussing a mixture of this kind in his "Art of Compounding," suggests that the physician may want an acidulated solution of potassium chlorate, instead of a solution of chlorine, and in that case, he says, the chlorate is first dissolved in the water and the acid added last, the chlorine being then liberated very slowly. But this idea does not prevail to any extent among physicians who are well informed regarding the pharmacy of the mixture. The original purpose of the mixture was to afford a solution of chlorine, and we incline to the belief that the notion of furnishing an "acidulated solution of potassium chlorate" originated in the mind of some physician or pharmacist whose knowledge of the pharmacy of the compound was limited. As the mixture must eventually become chlorinated by the action of the diluted acid it is surely preferable to accomplish this before it leaves the pharmacy.

Javelle Water.—W. J. Q.—You appear to share the popular misconception in regard to the nature of this solution. It is not a solution of chlorinated soda, as many suppose, but a solution of a somewhat less caustic character, of which chlorinated potassa is the active ingredient. It is preferred by housewives for the bleaching of fine linen and the removal of spots and stains to chlorinated soda solution (Labarraque's) on account of its less caustic character and its consequent lessened tendency to destroy the fabric or other articles to which it may be applied. Both Labarraque and Javelle, whose names have been perpetuated in the names of the respective solutions of chlorinated soda and chlorinated potassa, were French pharmacists, who occupied themselves with the study of disinfectants at a time when cholera was ravaging the country and the value of solutions of the hypochlorites as disinfectants and deodorants was early demonstrated by them. Labarraque's solution is official in the U. S. Pharmacopœia under the name "Liquor Sodæ Chloratæ." It is made by mixing solutions of sodium carbonate and chlorinated lime in the proportion of 150 parts of the former to 75 parts of the latter. Javelle water is made, according to the National Formulary, as follows:

	Parts.
Potassium carbonate.....	58
Chlorinated lime (U. S. P).....	80
Water enough to make.....	1,000

Mix the chlorinated lime, contained in a tared flask, with 400 parts of water. Dissolve the potassium carbonate in 300 parts of boiling water, and pour the hot solution into the mixture first prepared. Shake the flask well, stopper it, set it aside to cool, and then add enough water to make the contents weigh 1000 parts. Allow the suspended material to subside and move the clear solution by means of a siphon or by straining through muslin. Keep the product in well stoppered bottles.

Pharmacists and the Internal Revenue Tax on the Sale of Distilled Spirits.—A. C. W. writes: "Would you kindly publish in the AMERICAN DRUGGIST an article defining the extent to which a pharmacist is allowed to use and sell alcohol and liquors in filling prescriptions and compounding medicines without the payment of the internal revenue tax of \$25.00 to the United States Government."

Under a strict interpretation of the United States Internal Revenue Law the pharmacist may not sell liquors, alcohol, alcoholic tinctures or elixirs containing a considerable proportion of alcohol, or wines or liquors, either on a prescription or in any other manner, without first taking out a license as a liquor dealer from the United States Internal Revenue Department, the same costing \$25.00. This, of course, means that every pharmacist should take out a retail liquor dealers' license and pay \$25.00 annually. As a matter of fact, however, many pharmacists never take out any license of this kind, and so long as they conduct their business strictly within legitimate lines they seem to escape any molestation at the hands of the internal revenue officers. This is at least the case so far as our observation goes. Should the pharmacist do this, however, he would undoubtedly violate the letter of the law and therefore lay himself liable to the penalties which attach to the violation of the United States Internal Revenue laws. We have heard it stated that where once a pharmacist has paid the license and his name has been entered upon the books he will be

called upon regularly thereafter by the department to pay up at the end of each year, and he will be held strictly liable by the internal revenue officials.

Syrup of the Glycerophosphates of Lime and Soda.—H. H. writes: "Would you kindly publish the formula of an elixir of glycerophosphate of lime and soda, and also state what would be a good substitute for simple elixir in its preparation."

Simple syrup answers best as a vehicle for the glycerophosphates. The following formula is suggested:

Calcium glycerophosphate.....	gr. lxxx
Sodium glycerophosphate.....	gr. xl
Citric acid.....	gr. xv

Dissolve the salts in the smallest quantity of water, say 1 fl. oz., and the acid in the solution so formed; then mix with sufficient simple syrup to make 10 oz., adding a minim of chloroform for each ounce of liquid, and 2 minims of alcohol to insure the proper preservation of the syrup. The syrup may be flavored with any suitable flavoring material, the kind and amount to be determined by the taste.

Gelatin Coated Pills vs. Compressed Tablets.—H. A. D. propounds the following: "What is the difference in the keeping qualities of gelatin coated pills and compressed tablets? Which is the better to put up in boxes to retail to the general public?"

So far as keeping properties are concerned, gelatin coated pills would seem to have the advantage over compressed tablets. With tablets there is always the danger of surface decomposition due to the direct action of light and air on the substance of the drug itself, whereas the ingredients of the pill are insured against attrition as well as any possible injurious effects of light and air, by their protective covering of gelatin. Having this in mind we are of opinion that the gelatin coated pill is superior to the compressed tablet as an article for sale to the general public.

Artificial Fruit Essences.—B. H. E. inquires what ethers can be used in making artificial fruit essences, and asks for the formulas of banana, lemon, orange, pineapple, strawberry and peach essences.

In the following table will be found the names and quantities of the various ingredients contained in the artificial fruit essences named:

	Banana.	Lemon.	Orange.	Peach.	Pine-apple.	Straw-berry.
Acid, succinic.....	1	...	...	...	...	...
Acid, tartaric.....	10	1	...	...	...	...
Alcohol, amylc.....	...	...	2	...	...	...
Alcohol, ethyl.....	100	100	100	100	100	100
Aldehyde.....	2	2	2	...	...	...
Chloroform.....	1	2	...	...	...	...
Ether, acetic.....	10	5	5	...	5	...
Ether, amylacetic....	10	...	1	...	1	8
Ether, amylbutyric....	...	...	...	...	10	2
Ether, benzoic.....	...	1	...	...	...	...
Ether, butyric.....	10	1	5	5	5	5
Ether, formic.....	...	1	5	...	1	...
Ether, methyl salicylic....	...	1	...	...	1	...
Ether, nitrous.....	1	...	...	...	1	...
Ether, oenanthic.....	...	...	...	...	...	...
Ether, sebacylic.....	...	...	1	...	...	...
Ether, valerianic.....	...	...	5	...	...	...
Glycerin.....	5	5	10	5	3	2
Lemon oil.....	...	10	...	...	0.1	...
Orange oil.....	...	...	10	...	0.2	...
Peach kernel oil.....	...	...	...	5	...	...

In the foregoing formula the parts of acids are to be taken as saturated alcoholic solutions of the acids named. The banana essence is colored with tincture of turmeric, as are also the lemon and orange, while the strawberry essence is colored with aniline red (fuchsin), a little caramel being added to neutralize the bluish tint.

The strawberry essence is improved by the addition of 10 to 20 per cent. of tincture of orris root.

Multi-Colored Show Bottles.—W. E. H.—Numerous combinations of colors can be shown in a tall, cylindrical show globe. The wide bellied globes are not so well adapted for superimposing liquids, for reasons that will be obvious to everybody. For a six-color bottle the following is suggested, equal volumes of the liquids being cautiously poured down the side of the globe, so as not to mix. First, chloroform colored green by maceration with spinach; second, glycerin slightly tinted with caramel; third, castor oil colored red by alkanet; fourth, alcohol diluted with water to specific gravity 0.935, uncolored; fifth, cod liver oil; sixth, alcohol colored with aniline purple or blue. The colors must not be too deep. By starting with mercury and finishing with benzin the list of superimposed liquids may be increased and varied, avoiding, of course, to bring two liquids in contact which react upon one another, or which might be liable to mingle by diffusion.

Infusorial Earth for Polishing Powders.—A. B. C. writes: "In the July 13 issue of the AMERICAN DRUGGIST, on page 8, W. H. G. asks for a polishing powder of infusorial earth. Direct him to address E. S. Noble & Sons, Elk Rapids, Mich., who mine such an earth."

Correspondence.

A Remedy for Poison Ivy.

To the Editor:

SIR,—It is well known that remedies for poison ivy are as numerous as those offered for boils or colds; but as medical journals, newspapers and magazines are devoting much space to treatment, and country and suburban fences and thickets, and our own city parks, are full of this troublesome climber, I wish to call attention to an effective remedy. Although this season has not witnessed any cases as yet, there is no telling when an outbreak may occur. The remedy I have in mind is the liquor iodi carbolatus of the National Formulary. Those living in districts troubled with poison ivy cases will find this solution an effective remedy against the poison. It seems to act as a neutralizer of the peculiar poison to which so many are sensitive, and if applied by wet compresses immediately after exposure, but little disturbance will be experienced; while, if the attack has been well under way before intervention, ease will soon be given and the inflammation be controlled in a few hours.

Abundant experience has proved the value of this carbolized iodine solution. I have made it in quantity for application in the manner suggested, large quantities having been sold on Long Island. The solution is valuable as an antiseptic for many purposes, is free from danger, and can be used freely when found necessary.

When I was a lad in the country a method much in use had convenience at its back if nothing else. The patient was thrust bodily into the swill barrel, which always stands outside a farmhouse door. We did not consider this a very comfortable operation, yet it often effected a cure.

LUTHER F. STEVENS.

BOROUGH OF BROOKLYN, NEW YORK, August 3.

From a Satisfied Subscriber.

Allow me to express my satisfaction at being one of your subscribers, and the pleasure I have experienced in reading the AMERICAN DRUGGIST. I find it to be especially valuable to the traveling fraternity. Wishing you continued success,

L. E. TREAT.

Syracuse, N. Y., July 23, 1903.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

PURE BUSINESS NEWS.

ONE class of advertisement which seldom appears over the signature of druggists is that which conveys from day to day or week to week the important business happenings of the store. Ads of this kind are rare because few druggists have developed a sense for business news or realize that such news is a vital element of good advertising.

Real business news is always readable; it is apt to be just as valuable news as much that appears in the local columns of the paper, and it contains an element of reality that impresses people as nothing else can.

It is difficult to illustrate just what is meant by business news because a manufactured example must lack just that element which gives real news its value; but let us suppose a few happenings:

**Buy Brushes
Partly Paid For.**

Two weeks ago we received a shipment of hair brushes. When they were opened we found the manufacturer had sent us six dozen more of one kind of brushes than we had ordered. These were brushes that regularly retail for 50 cents.

Because of the error we have been given a good discount on the brushes to induce us to keep them. This discount we pass on to you. We put the brushes on sale to-morrow at 38 cents. They are worth every cent of 50 cents; the manufacturer has simply paid part of the price for you.

Better buy at once, the brushes are not apt to outlast the week. See them in the window.

**The Drug Store
That Has It.**

A messenger came in from Blankville yesterday in search of vaccine virus. He was unacquainted with the location of stores, and by some means failed to observe ours until he had looked the town over without avail. When he did come we were able to supply his need at once.

This story points a moral: Whenever you need anything that a drug store should carry come to us at once for it. We have it.

It Surprised Her.

It is so unusual to see steam issuing from the place from which ice cold soda is usually drawn, that an early lady visitor to our store yesterday morning was quite amazed to see steam and hot water issuing from our fountain.

The explanation was that we were taking advantage of a cool morning to thoroughly cleanse the pipes of our fountain, which is done by forcing through them, by means of a pump in the basement, boiling hot water in which some soda has been dissolved. While this customer's surprise may under the circumstances be justified, no one need be surprised at any such efforts on our part; they are going on all the time.

We advertise pure, healthful soda water, and we mean what we advertise.

* * *

CRITICISM AND COMMENT.

W. J. Frisbee, Bushnell, Ill., sends copy of his *Drug Bulletin*.

This is a four-page folder in the general style of a store paper, but containing nothing but advertising. Variety is secured by mingling display ads, reading notices and locals on the pages. The folder is well printed and is so generally attractive in appearance that it is sure to receive attention.

VIGOROUS ADVERTISING.**Editor Business Building:**

We are constant readers of your department in the *AMERICAN DRUGGIST*, and obtain much assistance and benefit therefrom. We are persistent advertisers, and liberal for a town of this size—about 10,000. We have three weekly papers, and have from 4 to 8 inches double column preferred space in each.

Also about the same space in the only paper in the village where our branch store is located. We frequently bring out booklets, leaflets, time cards, etc., and so constantly keep ourselves before the public.

We are very well pleased with our efforts, as in the eight years of our business we have rarely seen a month that did not show an increase over the same month of the previous year.

We circulate our advertising in various ways, by post, messenger and by putting in packages. The latter method is employed persistently, and we always put some kind of literature in the monthly bills and receipts sent to customers. We keep little piles of our own advertising around the store, where customers can help themselves.

We inclose a few samples for criticism. The *Drug News* we have used most. We have two large windows, and they are changed and cleaned once a week; our ads conform to the windows when possible.

We think a mail order business might be done with our souvenir goods if it could be handled rightly. Can you suggest any way?

RUSSELL & LAWRIE.

Tarrytown, N. Y.

The ads enclosed show enterprise and a grasp of the advertising essentials, though there is a tendency to crowd the space unduly in some instances. Some of these ads will be reproduced later.

The *Drug News* referred to in the letter was not enclosed and cannot therefore be commented upon. From what these advertisers say of their campaign I judge that it is being conducted along proper lines in all essentials and that the proper course is straight ahead. Advertising that increases business right along is not to be tampered with. The advertising appropriation should be increased proportionately with each increase of business; this is an essential that is often overlooked.

As to sale of souvenirs I am of the opinion that much could be done by compiling a comprehensive illustrated catalogue to be sent out with a circular letter to everybody interested in Tarrytown. Those apt to be interested are the people who have visited the city or who have friends living there. Could not the regular customers of the store be interviewed as to addresses of their friends or of former citizens of the place and thus aid in compiling a mailing list of value? The addresses of hundreds of possible customers could be compiled in this way. A canvass of the town could even be made in search of such addresses.

Then it would be well to keep daily watch of the hotel registers with a view to immediately mailing a catalogue to visitors in the hope of catching them while in town.

The local items in the newspaper will also often yield suitable addresses.

In soliciting mail orders for such goods it should be made as easy as possible for people to order. A printed return envelope and order blank would help, and a coin card would probably be advisable.

In sending out a catalogue it would be well to send with it a circular letter in which the fact that the person addressed is specially interested in Tarrytown should be assumed. The more closely the personal tone can be imparted the better the results will be.

* * *

SOME RECENT DRUG ADS.

The group of ads shown, which are clipped from recent newspapers, are better than the average both as to text and display, though there is room for improvement in both respects. Inspection of such clippings reveals the general use of poor ink by the newspapers.

This is one form of imposition that the individual advertiser usually has to grin and bear. There is no

If you have lost your appetite—nothing seems to taste good, feel all run down, **KEENER'S BEEF, IRON AND WINE** will do you good. Bear in mind it is simply the best mild stimulating tonic and appetizer we know of.

It couldn't be made better if it was to cost as much more; we have looked out for the purity and strength of every ingredient, it is made from start to finish in the most painstaking way.

It is thoroughly peptonized, that is why it agrees with delicate stomachs, in fact, it actually helps a weak stomach to do its work.

Kindly **KEENER'S Beef, Iron and Wine** is the tonic you may depend upon, it builds and braces.

60 cents a bottle.



**We Sall Medicine and
Soap for Your Dog.**

Full line of Dr. Johnson's **DOG
REMEDIES**. Dr. Johnson is Chief
Surgeon of the New York Veterinary
Hospital and knows the proper medi-
cine for every animal. We have a
quantity of his **DOG BOOKS** which
you can have for the asking.

**TRY THEM NEXT TIME YOUR
DOG IS SICK.**

**WHOLESALE AND RETAIL
AGENCY**

**NEER'S
DRUG STORE,**
Cor. BROADWAY AND BRIDGE ST.
POST OFFICE STATION No. 17.

IT's said to be the best in town—this soda of mine—but that's just because it's made right, flavored right and served right. There's a lot in knowing how to do things right, even in the soda water business.

Sub Portal Station

**The
Soda
That's
Right**

**Turner's
Drug Stores,
1120
Eleventh Ave.
Sixth Ave. and
Fourth St.**

PURE FRUIT SYRUPS are responsible for that fruity flavor spoken of by patrons of this fountain. Maple Fudge, Champagne Phosphates, Lime Juice and Kola are new beverages this season. Orangeade is still popular.

Bus Postal Station

If you have bought
your drugs, or had
your
Prescriptions
put up at Keut's,
you can feel assured
that you have the best to be had.
We do not carry any
second-rate goods
in stock, only the best.
50 years of continuous
Prescription work
insures you of an
experience in that line
that few can boast of.

Kent's Drug Stores.
9-161 Main St.----236 Main St.
Established 1846. Established 1853.

are deservedly famous. Only pure fruit
juices and the finest of other natural in-
gredients are used in their making. They
can't be improved upon. We seek the
best and will have no other.

The service, too,

**The service, too,
is superior.**

Absolute cleanliness is insisted upon, courteous treatment demanded, and whatever can be done for the comfort of patrons is done.

It's worth coming a block or two out of your way to get a Stuckert soda at any time.

BRITTON DRUG STORE
MASSONIC TEMPLE
Charles Stachert, Proprietor.

Acts marvelous in restoring
the hair to its natural color.
IT'S NOT A DYE,
It acts on the follicles giving
them the natural nourishment.
It stimulates and produces
abundant growth
It prevents the hair from
breaking off and falling out—
cures dandruff
Satisfaction guaranteed or
money refunded
Regular 6 oz. size for 35c.

Oates' Drug Store,
45 Main St., cor. Main Iron Ave.

[illegible]

N. B. DANFORTH,

WHAT IS "IT" ?

"IT" is our new soda drink.
 "IT" is delicious
 "IT" cost 5c
 and the only place you can get "IT" now
 is at our fountain

SEIDEL'S

Specimens of Druggists' Advertising.

excuse for it, considering the price at which good ink can be had. There should be some concerted action among local advertisers to compel the use of better ink.

A poorly printed ad loses much of its value, it looks uninteresting and is harder to read. The general result is a loss hard to estimate but none the less a real one.

No. 1. A good ad well displayed.

No. 2. Another good ad containing a bit of suitable business news.

The cut, however, is really "fierce." Close inspection shows it to be a picture of the rare varmint known as the "Caninus Gyrasticus."

No. 3. An attractive ad both in display and text.

No. 4. A good general ad. The style of display is a good one

to introduce occasionally by way of variety. Matter set this way is quite apt to be conspicuous on advertising pages.

No. 5. A good ad neatly displayed. I presume that there is a good reason for continuing the two separate titles for the business, but Stuckert's sodas at the Britton Drug Store would be apt to be a trifle confusing to people not familiar with the store.

No. 6. The "mention this ad." line seems to indicate that this is a sort of test ad, to see how many responses will be received.

As the possibilities of responses depend largely on whether the special price is noted, that point should have been made more conspicuous by displaying some such line as this:

**This week
60c. size for 25c.**

No. 7. A good truss talk, but as it is an ad that can appeal only to a certain class an effort should have been made to attract the eye of that class. "Grin and bear it" means nothing until the ad is read. Little is gained by having people read it who are not interested in trusses.

But it is important that those shall see who do need trusses. For this reason a heading more apt to arrest attention would be:

Dont "grin
and bear"
a Truss.

No. 8. A pretty good name for a fountain specialty; one that affords a chance for all sorts of catchy headlines.

Plea for the General Adoption of the Miles Plan.

The N. A. R. D., through its Executive Committee, has issued a lengthy circular asking manufacturers to adopt the Miles plan. The circular quotes dealers in all sections of the country who give favorable reports on the operation of the plan, and concludes:

"The direct contract is necessary; this has been decided in the Garst-Waldron test case. It is the sheet-anchor of any price protective movement, because it does absolutely prevent price-cutting. Cutters signing the contract have, many of them, continued to cut on other goods, but sell the Miles preparations month in and month out at full prices in strict conformity with their contracts. The reason for this lies in the fact that a civil contract with an agreed penalty incorporated means something, while a verbal promise or written pledge to an intermediary is too often 'a jolly' or 'a scheming pretense.' The retailers know that the Miles Company stand ready to revoke the agency and sue for the penalty 'at the drop of the hat' when occasion requires, and very naturally they do not propose to 'go up against' such an impregnable position as the one held by this manufacturing firm. The serial-numbering feature cuts off every avenue of escape, and the wise retailer and jobber therefore very deliberately refuse to 'monkey with the direct-contract and serial-numbering buzz-saw.' It is the plan every individual proprietor should adopt if he is in earnest when he says he is anxious to have his goods sold at full prices.

“ Now, Messrs. Proprietors, we have presented our case and feel sure that you will give it careful consideration. The N. A. R. D. direct-contract and serial-numbering plan is what all the enemies of cut-prices and ‘substitution’ have long sought for: it closes every loop hole; it runs the conspirators against your prosperity and ours to earth; and we now want you to adopt it. Will you? Is there any sufficient reason why you should not heed this, our appeal? You may say the new plan means a large added expense. This is not so. By use of rapid-numbering machines and a suitable card system by proprietors the expense of marketing your goods will not be very materially increased, and this increase will come back to you many times over in the amount of villianous ‘substitution’ which the revised plan will eradicate. May we not hear from you at an early date.

**"THE NATIONAL EXECUTIVE COMMITTEE,
"BY THOS. V. WOOTEN, Secretary."**

Accepting Doubtful Money.

Some silver is thin, smooth, perforated or in other ways a little "off." Sensitive people with such a coin hesitate about trying to pass it. Perhaps it has been "turned down" at the post office. The druggist who lets it be known that he will accept all such money at its face, and will also give full value for Canadian coins or old Spanish pieces—the latter being more common in the South, perhaps, than the former—will catch a lot of it, and the trade which it brings. May be on a few transactions he will lose, but in the end he will gain customers, and so can charge the loss to the advertising account.—*Southern Drug Journal*.

Opportunities for Export Trade.



View on River Guyas at Guayaquil, Ecuador.

AN AMERICAN PHARMACIST IN SOUTH AMERICA.

By J. F. TAFEL.

THE Panama Railway Steamship Company operates the only passenger line to Colon from New York, and having boarded one of these steamers at the foot of Twenty-third street we set sail for Colon. The departure of our little tub was very unlike the sailing of an ocean liner. No band plays stirring music when we leave the pier, no crowds wave excited good-bys. The gangplank is pulled in, the hawsers thrown aboard and we drop down the bay, past the Statue of Liberty, out to sea and out of sight of land.

The steamers of this line are small but comfortable, and the captain and officers are genial. Many a pleasant evening we spent in the smoking room over cigars and refreshments.

We see no mainland until we sight the San Blas coast, in the tropical waters of the Caribbean Sea. From this our skipper takes his bearings and makes for Colon. Now we begin to feel the heat, the sun beats down on the ship, while at different points about us we can see the rain pouring down, increasing the humidity, but offering little relief from the heat.

We disembark under a high shed in the pouring rain, and board the train waiting to take us to Panama.

LOTTERY TICKETS FOR SALE.

About the first sound which greets the ear is the voice of the lottery ticket seller: he is crying his wares, which he carries in one hand, while in the other he holds a huge scissors to cut off the coupons. This individual you never lose sight of until you leave South America. He is everywhere and everybody patronizes him; young and old, rich and poor, all play the lottery. Some merchants put aside a regular amount every month to be spent for lottery tickets. The lotteries are all carried on by the Governments, and are conducted honestly, the money is variously used for supporting the schools, hospitals and other public institutions.

The first thing of real interest which holds your attention after disembarking at Colon and taking the railway across the isthmus is the Panama Canal, as the French left it. All along the route of the railway are thousands of tons of building material lying exposed to the elements. At some places immense sheds have been put up and stored full of material. Very little can be seen of the canal, except at one point where a huge ditch has been cut, and there one can get some idea of the magnitude of the undertaking.

One of the first stations on the road is Monkey Hill. I don't know how it received the name, but on top of the hill is a cemetery, where the Chinese coolies, who built the road, lie buried—that is, most of them. During a severe epidemic of

fever it is said that the coolies would throw down their tools, report to the boss, "me sick," and he would simply start them up Monkey Hill, and when they arrived at the top they were buried.

The ride across the isthmus is very interesting to one who has never been in the tropics—the unfamiliar trees and rich coloring of the tropical plants all lend interest to the scene.

THE HOTEL RUNNER.

Upon arriving at Panama our baggage is taken care of by the hotel runner. This is another individual you will never lose sight of in South America. He will meet you at the quay, or come aboard, and if you speak Spanish he will urge the superiority of his hotel, or if you have not been initiated into the mysteries of the Spanish language, he will give you a card of the hotel.

As I had spent several evenings in the pleasant company of the captain and officers in the smoking room on the way down and squared myself with the steward and waiter, I found to my chagrin that I was "dead broke." I didn't even have the price of fare to the hotel, and when I discovered this I looked for our party, and found that they had gone, so I started to walk it. Inquired my way in good New York Spanish, and was answered in some language I surely never had heard in my Spanish lesson hours, but the guide pointed the direction in which the hotel lay, and after about ten minutes' walk I arrived there and registered.

CHINESE AS BUSINESS MEN.

Most of the business in Panama is done by the Chinamen. They don't do the washing, but do transact most of the legitimate mercantile business of the city. They have great warehouses and large retail stores, and all along the west coast you will find the Chinese merchant more or less in evidence.

The population of Panama is about 40,000, and is composed almost entirely of Chinese and negroes.

The hotel is very pleasantly situated; opposite the plaza is a public park, which you find in all Spanish cities and towns.

THE ANNUAL REVOLUTION

was in progress while we were in Panama, so we had to return to the hotel at nine o'clock, the city being under martial law. But we did not find this a great hardship, as most of the party went next door to the gambling palace and watched the playing for an hour or so. This gambling den is run perfectly openly; in fact, there was a policeman dozing in the corner of the room. We were told that the revenue that the Government gets from the various gambling places supports the public schools, vice and use being nicely harnessed.

From Panama I sailed to Guayaquil, from where our Consul had returned, because he feared the fever.

GERMAN METHODS.

At Panama three Germans joined us. A man of middle age, who had been in South America before, and two boys. These young men, who were scarcely 18, we apprenticed, one to a jeweler and the other to a large German commission house. They stay there until they learn the language and the customs of the people, and then return with valuable knowledge and take charge of, say, the South American depot of the house. Sometimes they are sent as supercargo, and if bright can get all necessary data before it is time for them to leave.

The city of Guayaquil does not lie on the coast, but up the Guayas River, about 10 miles. We were held up at the mouth of the river two days, as Guayaquil was quarantining against the yellow fever in Panama. But why such an unhealthy pest hole as Guayaquil should quarantine against any place is beyond human understanding.

When the quarantine was lifted a very pleasant sail up the river brought us to Guayaquil.

As soon as we cast anchor the ship was overrun with boatmen clamoring to take us ashore, and soon we were being propelled to shore by the swarthy sons of the tropics. My trunk



Market Boat Landing at Guayaquil.

and camera were quickly passed by the customs authorities and carried to the hotel by the boatman.

I met the older German shortly after landing at a *café*. From every one of his pockets he took handfuls of jewelry and rings, diamonds set and unset, and other precious stones; he was loaded with them, and said he saved just \$200 in duty. He had 40 trunks of samples, and I was told by a native of Ecuador who passed through New York a year later that he had sold \$200,000 worth of goods. He came as a representative of numerous houses, and paid his own expenses and sold everything, rented a store to display his samples and stayed about 14 months.

THE CACAO TRADE.

About the largest pharmacy here is the "Pharmacie Almican." Germany sends large quantities of drugs here, and France exports some. This is one of the great cacao exporting ports of South America. The export houses are all along the street next the river, and on the street they spread the cacao beans to dry in the sun; from time to time a swarthy, barefooted native turns them with a wide, wooden shovel. The smell of the drying beans is very pleasant.

It will be of interest to New Yorkers and all Americans to know that McDonald, the New York tunnel contractor, is building a railway from Guayaquil to Ainto, the capital. The only means of travel between the capital and the seaport is at present on mule back.

Hawaii Territory Board of Pharmacy.

A Board of Pharmacy has been named for the territory of Hawaii by Governor Sanford B. Dole, in accordance with the provisions of the Pharmacy act recently enacted by the Legislature of the territory. The board consists of Dr. W. L. Moore, H. B. Reedy and S. S. Peck. The meetings of the board will be held at Honolulu. Application for license to practice pharmacy accompanied by a fee of \$10, must be made to the treasurer of the Territory, who, in turn, is required to send a written request to the board to duly examine the applicant in "open meeting" as required by law. On recommendation of the board the treasurer then issues a license. Licenses may be revoked by the treasurer for "professional misconduct, gross carelessness or manifest incapacity on the part of the licensee," and the treasurer's action in such cases is final and not subject to appeal or review.

FRENCH AMERICAN TRADE REQUIREMENTS.

George H. Jackson, United States Consul at La Rochelle, France, sends to the State Department, under date of June 27, a suggestive report bearing on the cultivation of better trade relations between France and the United States. He says:

American exporters very often judge the value of their goods and the needs of foreign purchasers by their own standard. This standard may be true, as far as the conditions of the United States are concerned, and partly or entirely false when applied to other countries. The American manufacturer should know the requirements of the people whose trade he seeks, and should try to satisfy them.

The French have fixed habits, from which they do not easily change nor wish to change. Once satisfied with a certain manufactured product and thoroughly accustomed to it, they will not change except from inability to obtain it or for marked improvement in some new article, which must be clearly demonstrated. Everybody wants the best, but the improved article or new product must be brought to the attention of the prospective purchaser in a very definite fashion.

Formerly Americans came to France to purchase brandy, and even paid the manufacturer a commission for selling them the product of his still. This condition still obtains in certain quarters, but the general conditions are changed. French distillers have found it necessary to send out traveling agents to secure business for them. One of the results is that Americans will often purchase an inferior grade of brandy of a "marque" already tasted rather than a superior quality of goods which they have never seen.

Our manufacturers often expend their energies and their money in a way far from practical. For instance, I receive at this office hundreds of circulars during the year, printed in English, describing certain articles of export. I send them to the proper dealers, but they cannot read them. There are instances where I have spent days in translating descriptive pamphlets at the request of the persons here in whose hands I had placed them. It is impossible to translate all, as no provision is made for work of this kind at this office. Even were descriptive circulars published in French and sent out to dealers, it would at best but prepare the mind of the French merchant for a commercial traveler. The traveler, unfortunately, does not follow the circular, and the energy is to a great extent lost.

In view of existing modern trade bureaus and associations, it would seem possible that one traveler could represent several firms dealing in very diverse merchandise. By this means the dealer here could have what is necessary to successful business—a practical demonstration of the utility of any particular product.

American exporters desirous of doing business in France must adapt themselves to the needs of the country. Their circulars should be printed and their correspondence carried on in French. The commercial traveler should speak that language. The fact that neither buyer nor seller understands the other well causes at least hesitation and delay in reaching business. The French think, and perhaps with more or less reason, that we are not always careful enough in our business methods, and, although sincere in recommending our goods, are very often not sufficiently acquainted with the qualities they possess. We send our wares to France, declaring that there are none better. This may be perfectly true from our point of view, but the natural richness of our country has rendered us more or less prodigal, and we have not made the careful study of the economic value of certain products that has been made in France.

There has been a large correspondence passing through this office relative to American phosphates and superphosphates. Our dealers insist:

1. In some instances, in quoting prices f.o.b., when they should know that, as a rule, transport or freight rates on regular lines are only quoted at the ports where the goods are to be put on board, and that agents at the port of destination are generally ignorant of freight rates to this port. It is only exceptionally that agents can quote other than rates from their ports.

2. That payment be made on basis of weighing and analysis at port of sailing. This is very favorable to the seller, but it indicates a certain lack of business confidence in the purchaser, who has just as much right to protect himself by weighing and analyzing the cargo on arrival in France. The seller may impose conditions on the sale of a necessity when he has no competitor; otherwise he should strive to please his customer. To show how far American business caution may be due to lack of knowledge of the French language and of business customs, take this illustration: In a comparatively recent transaction American shippers demanded payment on the basis of weight and analysis taken when phosphate was put on board in Florida. The French buyer offered payment on the basis of weight and analysis taken at La Rochelle. The result was that there was no agreement and the deal was declared off. An English broker

presents himself, offers to the French buyer on the latter's conditions at slightly higher figure, and is accepted. The English broker knows of the American offer, which he accepts and orders goods shipped to La Rochelle. He has business confidence in the American shipper. The Frenchman pays more for his goods, but buys less American and more Algerian; the United States exporter gets his terms, but does less business. The evident need here is a better understanding, resulting in direct transaction to the mutual interest of both countries, but especially to the one that sells.

Our exporters, in order to further their own interests, should also, as far as their relations with France are concerned, adapt their business to the metric system of weights and measures. There is nothing more annoying to a French purchaser than to be forced to make a reduction of our weights to the very reasonable and logical metric system. He may ask for a price per 100 kilogramme (220.46 pounds), and his ton, to him, consists of 1,000 kilograms (2,046 pounds). Other nationalities who have maintained trade for any length of time with France quote prices by this system. We should do so if we wish to please. The French merchant will quote to us his fine brass wire twills by the square yard, knowing that thereby we grasp the matter at once. He will quote us prices of brandy per gallon for the same reason, although he buys by the hectoliter (26.417 gallons).

I believe that our commercial relations with France can be greatly augmented by a better mutual understanding of business habits and the requirements of the market. The friendliness of these relations would be still further enhanced by the total disappearance of that suspicion which owes its existence to lack of acquaintance.

No man has a keener sense of business honor than a Frenchman. Cultivation of his acquaintance by actual contact in business will dispel on both sides any doubts of the genuineness of American or French sincerity.

AMERICAN TRADE WITH CHINA.

RECENT developments with reference to additional facilities for trade with China lend interest to some figures showing the growth of our commerce with that country, presented by the Department of Commerce and Labor through its Bureau of Statistics. Exports to China in the fiscal year 1903 aggregate about \$19,000,000, against less than \$4,000,000 in 1893. The total value of our exports to China in 1903 exceed those of any earlier year except 1902, when they were above the normal by reason of the very light exports to China in 1901, in which year importations were greatly interfered with by existing hostilities in that country. This figure of \$19,000,000 of exports direct to China does not by any means show, however, the total of our exports to that country, as a large proportion of our exports to Hongkong also enter China. Exports to Hongkong in the fiscal year just ended aggregate over \$8,000,000, making the total exports to China and Hongkong about \$27,000,000, against a total of \$8,000,000 in 1893.

Comparing this growth with that of our commerce with other parts of the world, it may be said that our total exports to Europe in 1903 aggregate a little over \$1,000,000,000, as against \$662,000,000 in 1893, having therefore increased less than 60 per cent. during that period; those to North America amount to about \$215,000,000, against \$119,000,000 in 1893, having thus increased about 80 per cent.; those to South America aggregate about \$41,000,000, against \$32,000,000 in 1893, an increase of about 30 per cent.; those to Asia in 1903 aggregate about \$60,000,000, against \$16,000,000 in 1893, an increase of 275 per cent. To Oceania the total for the year is about \$36,000,000, against \$11,000,000 in 1893; but are not properly comparable with those of 1893, because of the fact that they do not include the commerce with the Hawaiian Islands, which is considered as a part of the domestic commerce of the United States and separately stated. To Africa the total exports for 1903 aggregate about \$38,000,000, against a little less than \$6,000,000 in 1893.

It is apparent from these figures that the growth in our exports to Asia has been more rapid than to any other section of the world except Africa, and the growth in the exports to China has been a very important factor in the growth of shipments to Asia. Comparing the growth of our exports to China with those to Japan, it may be said that our total exports to Japan in 1903 aggregate about \$21,000,000, against \$3,000,000 in 1893, the increase to Japan having been slightly greater than that to China.

BRITISH PHARMACEUTICAL CONFERENCE.

Annual Meeting at Bristol, July 27 to 30—Noteworthy Address by President Idris—Proceedings of the Conference up to the Hour of Going to Press—Necessity for State Separation of Prescribing and Dispensing.

(Special Correspondence of the AMERICAN DRUGGIST.)

Bristol, July 30.—The British pharmaceutical conference was welcomed to this city on Monday evening, July 27, by Sir Robert Symes, the Lord Mayor at the Royal Hotel; his address was followed by a dance and a supper. The sessions opened at ten o'clock Tuesday morning in the large hall of University College, with the following order of business: Address of Welcome, by Prof. C. Lloyd Morgan, Principal of University College, Bristol; President's Address; reception of delegates; report of Executive Committee; financial statement; report of treasurer of the "Bell and Hills" Library Fund; report of Formulary Committee, by N. H. Martin, F.L.S.; report by Dr. Power of his visit as delegate to the International Congress of Applied Chemistry; reading of papers, and discussions thereon.

After the address of welcome by Professor Morgan, T. H. Williams Idris began the presidential address by referring briefly to the late Frederick Baden Benger, John Robbins and Gustav Mellin, who had passed away since the last meeting. He then took up the question of essential oils, their optical rotation, valuation, etc. Speaking of adulteration, he said that it had shared the refinement of modern methods, if it had not diminished in frequency. A second matter of interest was the enormous advantages of refrigeration demonstrated in the manufacture of aerated waters in America and Germany, although no factory had as yet adopted it in England. The Departmental Committee on Poisons had rendered its report since the last meeting, and had recommended that secret poisonous compounds used in agriculture and horticulture should not be restricted in their sale. However, the president thought that arsenic, for instance, should not be sold in a sweet and attractive form, and at an enormous profit as in one notorious preparation. Death certification was a matter that required more stringent legislation, the revelations to Parliament by recent committees being of a startling nature. Cases were on record where the murderer himself had given the death certificate. He cited over a dozen murders where certification was carelessly made in such a way that justice might easily have miscarried. In other countries separation of prescribing from dispensing had been recognized as essential, the checking by doctor and pharmacist resulting in greater safety. Doctors in England are not subject to the safeguards thrown about pharmacists by the laws regarding the storing and marking of poisons. President Idris cited no fewer than 17 cases where practitioners had made fatal mistakes in dispensing, five where nurses in public institutions had poisoned patients by using the wrong bottle, or by pouring poisons into new bottles without changing the label, and ten mistakes in chemists' shops. In two of the latter, the chemist combined the functions of prescriber and dispenser. The president's conclusions, summed up, are as follows:

1. That few doctors are competent by proper training to dispense.
2. That even if they were rendered more fit by education to discharge that function, the very nature of their other duties militates against that concentration of thought which the experience of pharmacists teaches is so essential in the practice of pharmacy.
3. That the separation of prescribing from dispensing necessarily insures much greater care and thought by both the prescriber and dispenser; and, further, in each case one is a check on the other.
4. That it would be more satisfactory from a public point of view were doctors freed from the possibility of having mistakes to cover or answer for.

This last, could be best obtained, he thought, by separating pharmacy from medical practice altogether, or by insisting on doctors employing only qualified chemists in their surgeries, the doctors themselves not to be allowed to dispense. There was ample precedent for the former of these alternatives. In France, for instance, physicians are not allowed to sell medicines to their patients or even to keep a stock of specially prepared medicines on hand except where the local pharmacist refuses to make up a prescription according to the doctor's orders. In Great Britain many doctors cling to dispensing, although the better class of men recognize that in the present condition of medical education it is impossible that they should learn to do so properly. This fact is brought out at examinations, and is supported by the practice of many physicians ordering factory products; they cannot even write a proper prescription. One result is that the patient soon learns to prescribe for himself, which constitutes a grave public danger. There is a deep

rooted idea among the British laity that the doctor should supply the medicine, and a serious campaign of education on this point is necessary. The separation of medicine from pharmacy is proceeding, but at a very slow rate.

S. R. Atkins, as senior past president present, moved a vote of thanks to the president. Letters of regret were then read, including an interesting one from the venerable Dr. Attfield, in which he spoke of the birth of the British Pharmaceutical conference at Newcastle-upon-Tyne, in September, 1863.

The report of the Executive Committee, submitted after the list of delegates had been read, recommended the compiling of an index to the Year-Books of Pharmacy from 1886 to 1903, and urged that all pharmacists become members of the conference. The financial statement showed a balance on hand of over £81. A report of the International Congress of Applied Chemistry at Berlin was then read, after which Prof. Sydney Young read the first paper on the Preparation of Absolute Alcohol. In the discussion that followed, reference was made to the admirable methods and patient investigations of the late Dr. E. R. Squibb, of Brooklyn.

(The above embodies all that we have received from Bristol up to the hour of going to press. In a subsequent issue, further details of the conference will be given, including the election of officers, etc.)

A German Chemist on German Chemistry.

Dr. Carl Diesberg, who is vice-president of the Verein Deutscher Chemiker and is connected with one of the great manufacturing of pharmaceutical chemicals in Germany, was interviewed recently on the eve of his return to Germany after a visit to the United States, and gave his views as to the causes of German supremacy in the manufacture of organic chemicals as follows:

"At first sight it alarms us Germans when we observe what tremendous natural resources this country possesses—the wealth of lumber in your forests, the fertility of your soil, the mountains, the extent of the plains and the valleys—all natural store-houses of great riches. If a hole is drilled or a drift is made in the mountains in some of your states, you strike natural gas or petroleum; in another the finest of anthracite coal or soft coal, which furnishes the best material for cooking and distillation; in a third state we find ores of every description; in a fourth salt or sulphur; in a fifth deposits of phosphates, which are of so much importance in agriculture, while in some of them we find a collection of nearly all of these products.

"This is not the case in Germany. We are not blessed with natural gas nor petroleum, and anthracite coal is very rare. We have immense soft coal fields, but we must go down to a depth of 2,000 or 3,000 feet, whereas in America it is at the surface, or in the very worst cases you need only penetrate to 300 feet. We have minerals, but not in such masses, and above all they are not of that purity which facilitates metallurgical processes. Of salt we have as much and more as far as potash salts are concerned, there being immense fields of it in Staasfurt.

"But in spite of these natural advantages Germany has remained the ruling power in chemical industries, and I may venture to say that in my opinion we shall retain this commanding position. In this field lies the strength of Germany—a consequence, perhaps, of the peculiarity of the German character. Forced by the want of natural resources and unprovided with American abundance, the German in scientific exploration must proceed in a cautious and economical manner, always bent on patient and minute research. He is forced to live a simpler life and to be modest in his demands, which is contrary to the American temperament.

"It is true the United States has already a very important industry in the inorganic field of our science and produces large quantities of acids and alkalies, and above all of metals. In consequence of the immense and cheap water power to be had a very remarkable electro-chemical industry has been developed. But these works manufacture at present only inorganic products, and so far as I can see it is impossible up to date to manufacture organic products as economically by electro-chemistry as it is possible with the older chemical methods. You have also begun to isolate the products of tar distillation which are formed during the coking of coal, and it is intended to convert the hydrocarbons thus obtained into more intricate organic products. You have also the beginning of a coal tar color industry, due to the protective duty of 30 per cent. ad valorem. But notwithstanding all that, I think that we Germans need not be alarmed in the near future. The time for the development of the organic chemical industries on a large scale has not yet arrived. The Germans are masters in manufactures where numberless products are employed in the series of reactions which finally lead to the finished product, and require manual

labor, which cannot possibly be replaced by machinery, while you may claim to be masters where manufacture on a large scale is concerned.

"Yet we must not leave out of consideration the very important facts that your wages are extraordinarily high, that the conditions of life are here much more elaborate, and last, but not least, that your employees and, more particularly, your workmen manifest a spirit of independence, which has become especially noticeable during the last few years. By their labor unions the workmen attempt not only to raise wages to a height which will make manufacturing difficult and less profitable, but they are also endeavoring to take the control of the works out of the hands of the educated managers and put it into the hands of irresponsible labor leaders. This movement is especially fatal to the chemical industry. The time will come when you will be obliged to husband more economically your natural treasures, and then you will experience changes which with us, in the course of historical development, are already things of the past."

Free Alcohol an Important Factor in Extension of American Export Trade.

In his address on Practical Methods of Extending Our Export Trade, delivered last Thursday evening at the National Furniture Association's convention in New York, the Hon. William C. Lovering, representative in Congress, dwelt upon the reduction of the internal revenue tax on alcohol. He called attention to the urgent need of amending our internal revenue laws so as to provide for a system of cheaper alcohol for manufacturing purposes, similar to that in effect in Germany, France, Great Britain and other foreign countries. "As you are all aware," he continued, "the present enormous tax on distilled spirits, amounting to about \$2.08 on each gallon of commercial alcohol, has operated to prevent the general use of that article in this country, and to give the control of the world's markets, in articles in the manufacture of which alcohol is an important material, to Germany, France and Great Britain, and particularly to Germany, where the laws relating to the taxation and use of alcohol in the arts are more liberal than in any other country. Germany has a tax rate of only 56 cents per proof gallon on distilled spirits, and provides for the use of denaturized alcohol—that is, alcohol which has been rendered unfit for use as a beverage by the admixture of some poisonous or noxious substance—absolutely free of tax. Alcohol is also given free of tax for use in manufacturing for the export trade. Under these favorable conditions the use of both taxed and untaxed alcohol for manufacturing has increased enormously. The total average annual consumption for this purpose being over 75,000,000 gallons more than is used yearly in the United States. Taking into account the much greater population and the larger consuming power of this country, this shows that in many important lines of manufacturing we are practically an unknown quantity as compared with Germany, whose manufacturers have secured the foreign markets for articles in these lines.

"The very heavy tax on alcohol in this country has forced manufacturers to use inferior untaxed substitutes, which are much more expensive than the denaturized alcohol used in foreign countries. This has, of course, increased the cost of manufacture here as compared with the cost abroad, and has to that extent made it harder for our manufacturers to sell in competition with foreign manufacturers.

"The adoption of a system of untaxed denaturized alcohol would, by cheapening the cost of production and by enabling manufacturers to give a better product at a lower cost than they can now make with the use of substitutes for grain alcohol, help in securing the sale of furniture and many other articles in foreign markets. This proposed change would not cause the loss of any revenue to the Government, since owing to its high price the taxed alcohol is not now being used for these various purposes. Then, again, there are many lines of industry, such as the manufacture of various kinds of chemicals, flavoring extracts, perfumery, pharmaceuticals and other similar articles in the manufacture of which pure grain alcohol is necessary. It is a self-evident proposition that these goods cannot be manufactured in this country from alcohol costing \$2.35 per gallon, and sold in neutral markets in competition with goods of exactly the same kind manufactured in Germany from alcohol costing only \$1.25 per gallon. And it is also certain that a reduction of the tax in this country to 70 cents per proof gallon would sufficiently cheapen the cost of this important material to allow of the exportation of many articles from the production of which our manufacturers are now entirely shut out by the high price of pure grain alcohol."

American Pharmaceutical Association.

 1852



 1903

The Memory-Haunted Fort on Mackinac Island.

From the Four Track News.

Fifty-first Annual Convention, at Mackinac Island, Michigan.

AUGUST 3 TO 7, 1903.

(Special Telegraphic Report.)

The Place of Meeting.

A MOST beautiful prospect greeted the members of the association and visitors as they approached the landing place at Mackinac Island. On the crest of the hill rising above the village, the white walls of the fort, with its picturesque block house surmounted by the waving folds of Old Glory, stood out clear in the sunshine. The picture had the clear blue sky for a setting, making a picture well worth the thousand-mile sail across the Great Lakes. The hotel itself perched against the hillside, remote from the minor distractions of the village, is ideally located for a summer resort, and could have accommodated a much larger number of visitors than was in attendance; for the truth is that the attendance this year was not up to the average, something not to be wondered at in view of the remoteness of the place of meeting from the larger centers of population. What the attendance lacked in numbers was, however, amply made up for in the close attention paid to the sessions, all of which were well attended, the numbers taking part in the discussions and attending the meetings of the several sections being larger than at any meeting for some years past, excepting, of course, the Jubilee meeting of last year. Every detail had been carefully arranged by the efficient local secretary, and with the many attractions offered by the island and the surrounding waters, members found ample entertainment for the few leisure hours left them by the unusually full programme.

Mackinac Island, which is beautifully situated in the

Straits of Mackinac, where the waters of Lake Michigan and Lake Huron mingle, is only 9 miles in circumference. The Indian name of the island was Micillimackinac (turtle shaped). The history of the island is intensely interesting. Sinclair took possession of it in 1779, and built Fort Mackinac. The island was believed by the Indians to be the abode of fairies. It was the scene of a terrible massacre once, when the English soldiers were cut down by the Chippewas. Although the old, bad days are dead, and the Stars and Stripes now float over Fort Mackinac, the spirits of the old time haunt the place, and many a legend is told of the doings of the Indians and of Antoine Cadillac, the soldier of fortune, and Father Marquette, the great, warmhearted priest who devoted his life to the conversion of the red man to Christianity.

One of the most curious sights on the island is the natural arch, of which we are able through the courtesy of Four Track News to present a beautiful half-tone picture. Many stories are told about Arch Rock. This is the Iroquois legend as narrated by Kathleen L. Greig in the August number of Four Track News: A chief's daughter loved the son of the evening star, and thereby aroused the anger of her father, who bound her to a rock in such position that she could not see the star of her hopes. Having nothing to do but to soothe herself with the thoughts of what might have been, the maiden wept so many tears upon the cold breast of the old rock, that his hard heart melted and crumbled away, and through the arch thus formed, the Great Spirit took the disconsolate one, to dwell forever on the peaceful, evening star.

THE PROCEEDINGS IN DETAIL

FIRST SESSION.

Monday Afternoon.

THE first session of the meeting was convened in the Casino of the Grand Hotel on Monday afternoon, August 3, at half-past three by the president of the association, Dr. George F. Payne, of Atlanta, Ga., who introduced J. R. Bailey, one of the oldest druggists of the State of Michigan and long a resident of Mackinac Island. Mr. Bailey welcomed the association to the island. Prof. Joseph P. Remington, of Philadelphia, responded on behalf of the older members, and O. W. Bethea, of Meridian, Miss., on behalf of the younger members of the association.

The president then called upon Pharmacist Frederick T.

Gordon, officially detailed as a delegate from the United States Navy, to the A. Ph. A., who explained the advantages which had accrued to the pharmacists of the navy through the activity of the American Pharmaceutical Association. He said that he asked the further aid of the association on behalf of the Surgeon-General of the Navy, who wished to have 50 instead of 25 pharmacists as at present. The pharmacists also hope to have themselves placed on the same basis as are the other warrant officers of the navy.

Henry Gahn, was next called upon as an official delegate from the United States Public Health and Marine Hospital Service, and spoke a few words, being followed by Albert M. Roehrig, also a delegate from the same service, who paid a warm tribute of praise to Dr. Payne for his work in connec-

tion with the advancement of the status of the pharmacists in the various branches of the Government service. He also paid a well merited tribute to Surgeon-General Wyman for the constant friendliness he has shown toward the pharmacists of the service.

Lyman F. Kebler, chief of the Drug Laboratory of the Bureau of Chemistry of the United States Department of Agriculture, as the official delegate to the association from the Department, briefly outlined the work so far accomplished by the bureau. Thos. P. Cook presented the greetings of the National Wholesale Druggists' Association, and Lewis C. Hopp spoke for the National Association of Retail Druggists.

Vice-President Cliffe then took the chair, while President Payne delivered the annual address, of which the following is an abstract:

PRESIDENT'S ADDRESS.

The president reviewed the work of the past year in a general way. He referred to the legislation adverse to pharmacists which had been proposed during the past year, most of which measures had been happily defeated. He discussed at some length the question of proprietary preparations, and urged the druggist to undertake the manufacture and sale of his own preparations, both for family trade and for specialties for prescription trade after proper introduction to the local medical profession. The good results following association work of all kinds was touched upon, and the work of the N. A. R. D. was highly commended. The need for a uniform poison law was commented upon, and the suggestion made that copies of a model poison law be prepared and sent to the Governors of the various States, urging upon them the advisability of incorporating in their messages to the Legislatures recommendations for the passage of such a law. The president also recommended the drafting of a model liquor law for the control of the sale of liquor in the drug trade. He suggested that means be taken to exploit further the growth and cultivation of various medicinal plants at present imported, but which have been found to be easily cultivated in the United States. He suggested the desirability of the association devising and publishing as an appendix to the National Formulary formulas for standard household remedies. Drug store insurance was referred to as a subject deserving attention at the hands of the association. The patent laws of the United States were referred to as being faulty in so far as they relate to product patents, and it was suggested that a law be drafted by the association correcting the faults of the present law.

Touching upon the project for the establishment of a journal of the association, the president stated that he had corresponded with the officers of the British Pharmaceutical Society to their pharmaceutical publishers regarding the results of the publication of an organ by that body. The answers received were either noncommittal or negative in character, and the president advised that more information be gotten on the subject. He commended highly the work which has been done by the pharmacists on the Committee of Revision of the United States Pharmacopoeia. Incidentally he pointed out the duty incumbent on each pharmacist to take an intelligent interest

in political affairs with a view to preventing unfair impositions and unjust taxations. A series of recommendations were presented for consideration, as follows:

RECOMMENDATIONS.

(1) That the names of all committees to be appointed by the president for each year be arranged in a complete separate list by the general secretary before the close of each annual meeting, and a copy of the same be given the incoming president.

(2) That the committees appointed by the president be printed together in the proceedings.

(3) That the various professors of colleges of pharmacy and members of State Boards of Pharmacy present be requested to unite in a joint conference for an interchange of ideas and views in regard to what should be: First—The generally adopted requirements of those who come before State Boards of Pharmacy for examination to secure license to practice pharmacy. Second—

What should be the proper character of board examinations. Third—What should constitute a standard college of pharmacy.

(4) That the names of all those who have secured new members for the present meeting be published as a roll of honor, and the number of new members secured by each be given.

(5) That an index to his report be prepared each year by the reporter on the progress of pharmacy and attached to the work.

(6) That a committee of five be appointed by the president, to whom members of the association and other pharmacists may communicate any systematic disparagement of pharmacists which may come under observation, and any information at their command as to the source of such detrimental matter, that members of this association and all other pharmacists may know something of the animus of these scurrilous attacks upon our honorable calling.

(7) That the exhibit feature, which was omitted at this meeting on account of the distance from any large city, be again resumed at the next meeting.

(8) That a committee of ten or other convenient number be appointed to draft a model poison law along the lines suggested.

(9) That a committee of ten be appointed to draw up a preamble showing the absolute necessity for the use of alcohol in pharmaceutical preparations, and in the dispensing of prescriptions, and that they

also be instructed to draw up a model State law giving to pharmacists the right to sell and dispense liquids containing alcohol without paying a tax for so doing, under such conditions as will completely prevent the sale of any alcoholic medicinal preparation which can be used as a beverage, except under such circumstances as it is established that such use is not intended.

(10) That the work for a lower tax on alcohol be actively continued.

(11) That the name of the Auxiliary Committee on Membership be changed to that of General Committee on Membership. It being a very important independent committee, the latter name seems more appropriate.

(12) That a committee be appointed to investigate the matter of publishing domestic formulae.

The report and the recommendations contained therein were referred to the following committee: Frank G. Ryan,



LEWIS C. HOPP,
President of the American Pharmaceutical Association.

Detroit; John F. Patton, York, Pa., and J. W. Baird, Boston.

The secretary called a roll of the committees with a view to hearing whether or not the reports were ready. The Committee on Scope of Work of the Drug Laboratory of the Department of Agriculture asked to continue, and the request was granted. C. S. N. Hallberg presented the report of the Committee on Credentials, showing that a total of 53 bodies are represented, including the United States Navy, the United States Public Health and Marine Hospital Service and the Woman's Pharmaceutical Association, besides the various bodies ordinarily represented.

The minutes of the business transacted by correspondence by the council were read and approved after some discussion.

The association then took a recess of ten minutes in order to select members to act on the Nominating Committee.

On reconvening the roll of States was called by the secretary, and the following were announced as the members of the Nominating Committee:

NOMINATING COMMITTEE.

Arkansas—W. L. Dewoody.
California—Philip Mills Jones, R. G. Shoults.
District of Columbia—L. F. Kebler, F. T. Gordon.
Georgia—R. B. Gilbert, Geo. F. Payne.
Illinois—W. K. Forsyth, Theo. C. Loehr.
Indiana—F. W. Meissner, Leo Ellet.
Iowa—W. J. Teeters, Fletcher Howard.
Kansas—L. E. Sayre, M. Noll.
Kentucky—C. Lewis Diehl.
Maryland—Daniel Base, Chas. E. Dohme.
Massachusetts—S. A. D. Sheppard, J. W. Baird.
Michigan—Wm. H. Burke, W. A. Hall.
Missouri—Wm. Mittelbach, J. M. Good.
Mississippi—O. W. Bethea.
Nebraska—P. B. Myers, C. R. Sherman.
New Jersey—Chas. Holzhauer, G. W. Parlsen.
New York—W. C. Anderson, Caswell A. Mayo.
Ohio—G. W. Voss, T. W. Benfield.
Pennsylvania—Edward M. Boring, Geo. A. Gorgas.
Texas—E. G. Eberle.
Wisconsin—H. T. Eberle, E. Kettler.
Ontario—J. E. D'Avignon, E. T. Darby.
AT LARGE—A. E. Ebert, Illinois; H. M. Whelpley, M. J. Stovall Smith, Georgia; W. O. Allison, New Jersey; Clement B. Lowe, Pennsylvania.

The president announced the appointment of the following Committee on Time and Place of Next Meeting:

E. G. Eberle, O. K. Claus, W. L. Cliffe, J. W. T. Knox, C. S. N. Hallberg.

The first session then adjourned.

SECOND GENERAL SESSION.

Tuesday Morning.

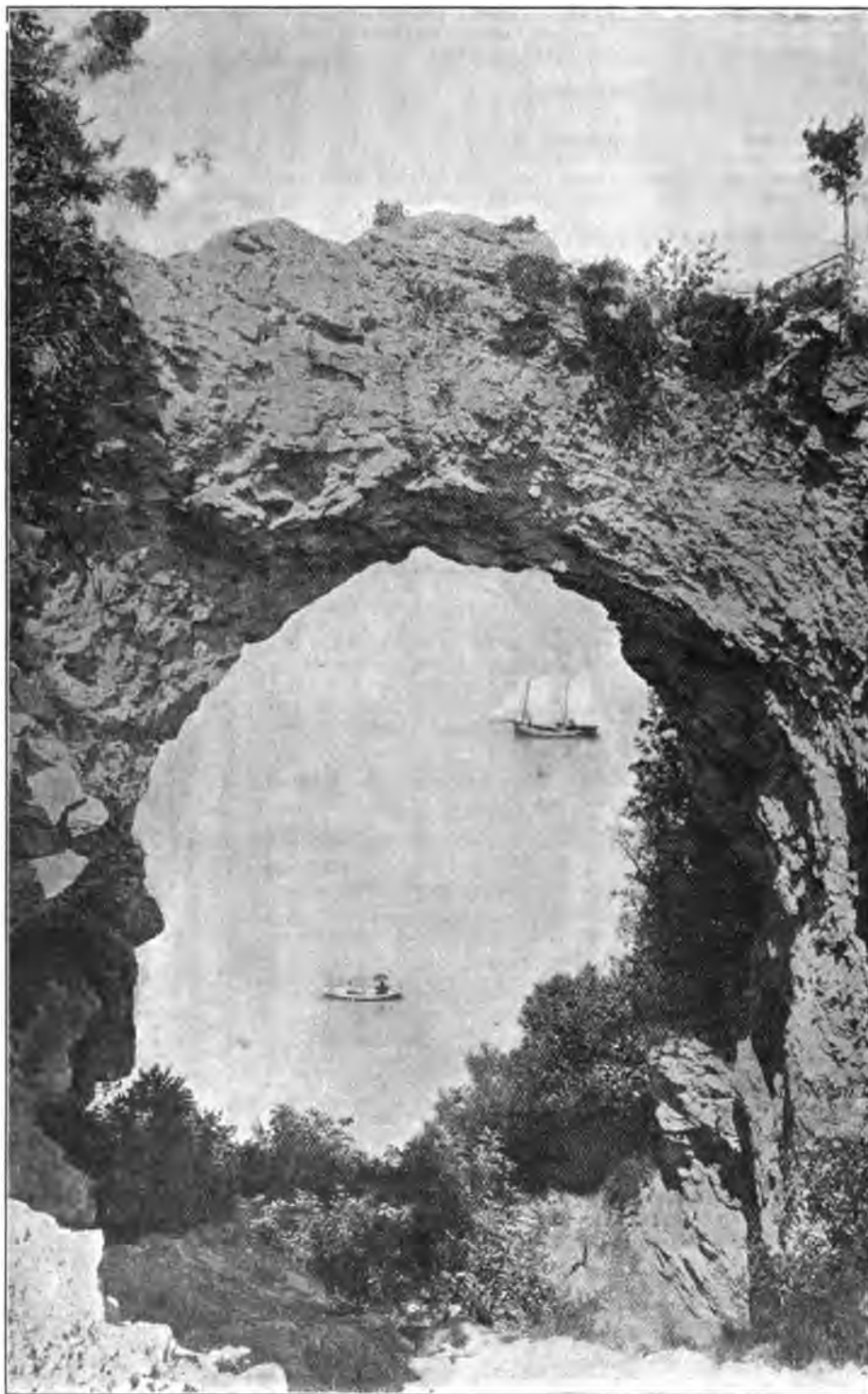
The second general session was convened at 10.30 on Tuesday morning, the first business of the session after the reading of the minutes of the previous meeting being the report of the secretary of the Committee on Membership, which was read by Dr. H. M. Whelpley, who had been elected by the council to fill the vacancy created by the death of George W. Kennedy, who had served on that committee for many years. The report included obituary notes concerning the following members who had died during the interval since the Philadelphia meeting:

J. B. Argenti, San Francisco; J. A. Barbot, Charleston; O. H. Frank, Milwaukee; Frank Geddis, Washington; F. A. Hartshorn, Marlborough, Mass.; Geo. W. Kennedy, Pottsville, Pa.; Oscar Major, Clinton, Iowa; George McDonald, Kalamazoo, Mich.; Edward L. Milbau, New York; W. H. Miller, New Philadelphia, Ohio; Chas. K. Partridge, Augusta, Maine; Francis M. Peare, Lee, Mass.; T. Morris Perot, Philadelphia; Louis Schurk, St.

Louis; John 'Schalaepfer, Hot Springs, Ark.; 'Geo. W. Sloan, Indianapolis; Charles B. Smith, Newark, N. J.; Robert O. Sweeny, Philadelphia; Geo. H. Turner, Albany; Judson W. Turrell, Longport, Col.; Paul L. Viallon, Bayou Goula, La.; Mason B. Wood, Providence, R. I.

The report showed that at the time of submitting the last report the association had 1,111 members. Since that time 293 members have been added, making a total membership of 1,394, from which there should be deducted 112, the number of members lost from death, migration or other causes, leaving a total active membership of 1,282. Adding to this 117 life members and 10 honorary members, the total membership amounts to 1,409.

Dr. Whelpley read in full an obituary of George W. Kennedy. The report was adopted by a rising vote in honor of the memory of Mr. Kennedy.



Arch Rock, a Scenic Feature of Mackinac Island.

From Four Track News.

The

REPORT OF THE NOMINATING COMMITTEE

was submitted, placing in nomination the following candidates:

For President, LEWIS C. HOPP, Cleveland, Ohio.
For First Vice-President, WM. C. ALPERS, New York.
The Second Vice-President, A. M. ROEHRIG, United States Public Health and Marine Hospital Service, Philadelphia.
For Third Vice-President, OTTO F. CLAUS, St. Louis.
Treasurer, S. A. D. SHEPPARD, Boston.
Secretary, CHAS. CASPARI, JR., Baltimore.
Reporter on Progress of Pharmacy, C. LEWIS DIEHL, Louisville.

Members of the Council for Three Years, LEO ELIEL, South Bend, Ind.; GEO. F. PAYNE, Atlanta, Ga., and E. G. EBERLE, Dallas, Texas.

The entire ticket was unanimously elected as nominated.

The secretary of the council reported the receipt of 15 additional applications for membership, which had been favorably acted upon by the council. The names of the applicants were duly posted.

The report of the Joint Committee on the National Bureau of Foods and Drugs was submitted by the chairman, Dr. H. H. Rusby, who first submitted a series of preambles and resolutions concerning the proposed bureau, and then took up the resolutions one by one, discussing them and setting forth the conditions and arguments bearing on the subject.

THE GENERAL PLAN OF THE PROPOSED BUREAU

as explained by Dr. Rusby, embraced the following ideas. The bureau is to be under the control of a Board of Directors elected jointly by the American Pharmaceutical Association and the American Medical Association. These directors shall have absolute direction of the affairs of the bureau. Each manufacturer is to submit to the bureau a sample of each lot of goods manufactured which he may wish to have indorsed by the bureau. This sample being certified to the manufacturer is permitted to label all that particular lot only as having been approved by the bureau, and to pay to the bureau a certain percentage (a fraction of 1 per cent. probably) of the value of the goods certified to. The bureau proposes to take up only those more important drugs and preparations in which it is possible to establish accurate standards of value.

Dr. Rusby introduced Dr. Philip Mills Jones, who spoke of the legal aspects of the bureau, as it had been planned, and also of the attitude of the medical profession to the bureau. He had found the physician, without exception, pleased with the plans of the bureau.

It was proposed to limit the discussion to five minutes for each speaker, but this project was abandoned as not being fair. After some adverse comment on the plan by Leo Eliel and A. E. Ebert, it was decided to report the resolutions to the council for final action. The preamble and resolutions referred to the council follow:

RESOLUTIONS PROPOSED BY THE COMMITTEE ON THE BUREAU OF DRUGS AND FOODS.

Whereas, The foods and medicines supplied in the United States do not so uniformly agree with proper standards of purity, quality and strength as they should; and

Whereas, A degree of distrust and want of confidence concerning quality of such foods and medicines prevails to a discouraging extent; therefore it is

Resolved, That a more perfectly organized system for remedying the above mentioned conditions than that now existing should be devised and put into operation; and

Resolved, That the A. Ph. A. and the American Medical Association, acting in harmony with the United States Government authorities, constitute the most competent and trustworthy means for obtaining the object named; and

Resolved, That the American Pharmaceutical Association shall co-operate to this end with the above mentioned institutions, provided that a plan be devised satisfactory to those institutions, and that the committee of this association be continued and instructed to report to the council in the event that a plan satisfactory to the council of this association be reported to them previous to the next meeting of this association. Said council shall be authorized to elect from the members of the A. Ph. A. a Board of Directors consisting of five members to act with a similar board in the event of its appointment by the American Medical Association and with the United States Government authorities in the establishment of a National Bureau of Medicine and Foods, and the council shall immediately upon the election of such board report the same to the president of the American Medical Association.

Resolved, That in carrying out these resolutions the following general principles shall be adhered to:

1. That neither this committee nor the proposed Board of Directors shall have authority to draw upon any funds of the A. Ph. A.

2. That the methods employed for attaining the foregoing objects may include combination of worthy ones as both, provided that said method of condemnation do not in any way involve the A. Ph. A. in legal responsibility.

3. That nothing to be undertaken by such bureau shall be in conflict with the spirit of the U. S. P. or with the U. S. Government authorities.

4. That the operations of the proposed bureau shall be free from any attempt to secure financial profit for any of the institutions named herein nor for any of their members or agents, but said bureau is authorized to employ proper means of securing the funds necessary to defray its legitimate expenses.

The financial report was then submitted by Secretary Caspari, showing the state of the financial accounts in his case.

AWARD OF PRIZES.

The report of the Committee on General Prizes was submitted, awarding the John M. Maisch prize to Pierre Felix Perrédès for his paper on the Anatomy of the Stem of *Derris Uliginosa*; the Hager prize to L. W. Famulener and A. B. Lyons, for their paper on The Relative Strengths of the Various Preparations of Digitalis and Kindred Drugs as Shown by Experiments on Frogs. Other prizes were awarded to H. M. Gordin, for his paper on The Estimation of Strychnine Mixtures of Brucine and Strychnine; Ed. Schaer, for his paper on Gualac Blue and Aloin Red, and to J. O. Schlotterbeck, for his paper on The Color Compounds of *Stylophorum* and *Chelidonium*.

The report of the Committee on National Formulary was read by title and referred to the Section on Scientific Papers.

TO INCREASE THE MEMBERSHIP.

Wm. Mittlebach, of Boonville, Mo., presented the report of the Auxiliary Committee on Membership, recommending that the appointments for the committee be made more promptly and that an allowance be made of \$1 to each person proposing a new member for the expense incurred on each application. This latter recommendation was heartily commended by several speakers, and when put to vote was promptly concurred in.

STATE OF THE PROCTOR FUND.

Jos. P. Remington submitted his report as chairman of the Proctor Memorial Committee, recommending that the Proctor memorial fund (now amounting to \$16,781.79) be increased to \$25,000 before any portion of the interest be used, and that an active canvass be made to increase the fund to that sum. The recommendation was adopted.

Wm. McIntyre presented his report as delegate to the N. A. R. D., showing that the delegates had received the most cordial welcome and that the meeting had been a most interesting one.

The report of the Committee on the President's Address was submitted by the chairman, Frank G. Ryan, and the recommendations acted upon seriatim. The recommendations approved by the committee and by the association were the following:

RECOMMENDATIONS OF THE PRESIDENT.

1. That the names of all committees to be appointed by the president for each year be arranged in a complete separate list by the general secretary before the close of each annual meeting and a copy of the same be given the incoming president, preferably at the close of the last general session or as soon thereafter as practical. The general secretary is very familiar with all the standing committees and can have them written out in advance with space between to insert any new committees which may be formed. This will prove a saving of time taken up in correspondence between the general secretary and the new president, and will enable the president to arrange his committees with much more promptness and satisfaction to himself. A president only has a few months to serve, and such a full list would save much time which is now unnecessarily lost in looking up these matters.

2. That the committees appointed by the president be printed together in the proceedings and not mixed up with those of the council, that the committees to be appointed by the president may be seen by him at a glance and more easily studied and provided for.

3. That the various professors of colleges of pharmacy and members of State Boards of Pharmacy present be requested to unite in a joint conference at some convenient time during our meeting for an interchange of ideas and views in regard to what should be: First, the generally adapted requirements of those who come before State Boards of Pharmacy for examination to secure license to practice pharmacy; second, what should be the proper character of Board examinations; third, what should really constitute a standard college of pharmacy.

6. That an index to his report be prepared each year by the reporter on the progress of pharmacy and attached to the work. (Referred to Committee on Publication.)

7. That the exhibit feature which was omitted at this meeting on account of the distance from any large city, be again resumed at the next meeting, as it is far too valuable in its instructive features to be discontinued.

10. That the work for a lower tax on alcohol be actively continued.

11. That the name of the Auxiliary Committee on Membership be changed to that of General Committee on Membership. It being a very important independent committee, the latter name seems more appropriate.

12. That a committee be appointed to investigate the feasibility of publishing formulae for domestic remedies. (Referred to Committee on National Formulary.)

The only recommendation of the committee which aroused any unfavorable comment was that advising the continuation of the exhibit feature wherever this seemed feasible, and only one member, Charles R. Sherman, Omaha, Neb., offered any opposition. Mr. Sherman took the ground that the exhibitors made their exhibits unwillingly, and rather under pressure as entailing considerable expense without any hope of adequate returns.

The delegates to the Monterey meeting of the National Wholesale Druggist meeting reported verbally through Caswell A. Mayo, that the delegation had been cordially received, and it

was pointed out that the two organizations were working along similar lines in several directions.

PHARMACY IGNORED BY THE CARNEGIE INSTITUTION.

The report of the Committee on the Carnegie Institution being called for the report was submitted by the chairman, Caswell A. Mayo, of New York, who stated that on consultation with the authorities of the institution he had found that they preferred to have the proposal of the A. Ph. A. submitted in writing rather than in a personal interview. In deference to this expressed wish an address had been prepared and submitted, and as a result the committee had been informed that for the present the Trustees of the Carnegie Institution deemed it inexpedient to establish an Advisory Committee on Pharmaceutical Research. The committee recommended that the application be renewed at some later date. The recommendation was concurred in. The address submitted to the Board of Trustees follows:

ADDRESS TO THE CARNEGIE INSTITUTION.

To the Trustees of the Carnegie Institution.

Gentlemen, At the semi-centennial meeting of the American Pharmaceutical Association the following preamble and resolutions were adopted:

Whereas, Pharmacy in its higher branches is confronted with many grave problems which can only be solved by original research conducted along broad lines, and involving labors so great as to be wholly outside the possibility of individual performance under ordinary conditions; and

Whereas, The solution of these scientific problems is fraught with immense possibilities of good to the human race in the discovery of new drugs and the simplification of our materia medica and its more complete comprehension; and

Whereas, According to the articles of incorporation, the objects of the Carnegie Institution are—

"(a) To conduct, endow and assist investigation in any department of science, literature or art, and to this end to co-operate with governments, universities, colleges, technical schools, learned societies and individuals.

"(b) To appoint committees of experts to direct special lines of research.

"(c) To publish and distribute documents;" therefore be it

Resolved, That the American Pharmaceutical Association hereby petition the Board of Trustees of the Carnegie Institution to establish an Advisory Committee on Pharmaceutical Research, with a view to promoting original research in pharmaceutical science, etc.; therefore be it

Resolved, That the president of the American Pharmaceutical Association be instructed to appoint a committee of twenty-five members, which committee shall be charged with the duty of laying the above resolutions before the Carnegie Institution, together with suggestions as to how the work of this Advisory Committee be conducted and made most effective.

In pursuance of these resolutions a committee has been appointed representing leading institutions of learning connected with pharmacy, to lay the matter before your board, and to proffer their services to the board in furnishing any information that may be desired regarding research in this particular field.

In the original deed of trust the donor says that it is proposed to found an institution which "shall in the broadest and most liberal manner encourage investigation, research and discovery—show the application of knowledge to the improvement of mankind, etc." This phraseology warrants the inference that some portion of the funds of the institution are to be devoted to applied science, and if this should be done this committee respectfully urges that the Board of Trustees name an Advisory Committee on Pharmaceutical Research and appropriate such funds as may be required to carry out certain lines of co-operative research with the advice and under the direction of such Advisory Committee, and also appropriate funds for individual research work in this field.

It is respectfully suggested to the Board of Trustees that it is not only important to determine as to what work should be done in the domain of science, but also to determine what work is not being done and not likely to be done through other agencies already interested.

There are many broad problems awaiting solution in pharmacy which can only be solved either by a widespread and comprehensive co-operation on the part of individual workers or by long-continued and careful research on the part of specialists. The results to be achieved by such researches, while of the first importance in applied science, offer no prospect of any financial returns whatever, and unless their study is undertaken through some central agency of broad scope and ample means, such as the Carnegie Institution, these problems will remain untouched.

At the International Conference for the Unification of Potent Remedies, held at Brussels on September 15-30, 1902, a motion made by the Swiss delegates that the conference determine the methods of alkaloidal assay was defeated on the ground that in the whole field of alkaloidal assay there was no one alkaloid of which it could be definitely stated that any certain method was the best to be used in making the assay. Much good work has been done by individuals in this direction, but until this work is taken in hand in a broad and generous manner there can be no reasonable hope that any definite results can be obtained. In his annual address the chairman of the New York Section of the Society of Chemical Industry has pointed out the serious character of the errors arising from differences in methods in alkaloidal assay and the importance of standardization in this field.

In the correspondence which has appeared in the columns of *Science* during the past few months touching on the most profitable field for the research work of the institution, several contributors have emphasized the need for some central body to aid and undertake the direction of co-operative investigations such as would be required to settle the above questions. This is but one of the many and important problems awaiting solution in pharmacy, and which can only be solved through co-operative research work on a large scale.

Researches of this character can be carried out in pharmacy at a comparatively slight expense, since competent workers can be found who will make experiments along certain lines at little or no expense to the general fund, provided that the direction of the work and the codification and publication of the results obtained can be carried out at the expense of the institution.

There is also great need in pharmacy for fellowships for advanced students. In the whole of the United States there are only two pharmaceutical fellowships in existence which are maintained from year

to year at private expense. There are teachers in pharmacy who have marked ability in the field of research, but whose pedagogical duties and modest salaries make it impossible for them to prosecute lines of research already begun. Should the Carnegie Institution see fit to appoint an Advisory Committee on Pharmaceutical Research, such committee would find no difficulty in finding men who, if given comparatively small stipends, would be enabled to carry on advanced research work with but slight expenditure of the funds of the institution, thus carrying out the instructions of the donor to find the "exceptional man in every department of study . . . and enable him to make the work for which he seems specially designed his life work."

Should the Board of Trustees desire any further information or suggestions this committee would be pleased to carry out their wishes and to do everything that lies in its power to further the ends for which it has been appointed by the American Pharmaceutical Association.

Frank G. Ryan submitted his report as chairman of the Committee on Metric Weights and Measures. The report states that the bill before Congress, providing for the introduction of the metric system, had been withdrawn by the committee when it became apparent that it would be impossible to secure its passage at the short term of Congress. The committee proposed, however, to introduce the same measure simultaneously in both houses of the next Congress. The committee was continued.

The report of the Committee on Model Pharmacy Law was



From Four Track News

A Mackinac Island Ramble.

read by title and referred to the Section on Education and Legislation.

C. S. N. Hallberg submitted his report as chairman of the delegation to the American Medical Association, reporting, among other things, the amendment to the constitution of the American Medical Association so as to admit pharmacists as members where fitness is vouched for by the Section on Materia Medicine, Therapeutics and Pharmacy.

L. E. Sayre offered the following resolution, which was adopted, it being stated that it met with approval of both the manufacturers and the Committee of Revision of the U. S. P.

Resolved, That it is for the interest of American pharmacy that a standard antitoxin for determining the strength of antidiphtheritic serum be provided in this country.

That the American Pharmaceutical Association respectfully requests the U. S. Public Health and Marine Hospital Service to establish and maintain such a standard serum for the use of investigators, manufacturers and individuals who may have need for such.

The second general session then adjourned.

SESSIONS OF THE COMMERCIAL SECTION.

Tuesday Afternoon.

The Commercial Section of the association was called to order at 3.30 on Tuesday afternoon by the chairman, Thos. V. Wooten, of Chicago, who invited the secretary of the section, W. C. Anderson, of Brooklyn, to occupy the chair while he presented his address.

The address was a rather lengthy one, and its publication is consequently deferred until a later issue. On motion it was referred to the Committee on Publication.

The chairman then presented several resolutions for consideration, asking that the resolutions be recommended to the general session for adoption.

SHORTER HOURS FOR CLERKS.

The first of these, which was adopted without debate, follows:

Resolved, That it is the sense of the association that retail pharmacists will advance their individual interests and the interests of pharmacy as a whole by making the working hours of clerks as few as possible consistent with the proper conduct of their respective stores, also by providing clerks with healthful sleeping quarters and by liberality in the matter of compensation, the end sought being to bring into the profession of pharmacy a greater number of capable and ambitious young men who will otherwise be deterred from entering it.

COMMERCIAL EDUCATION IN THE SCHOOLS.

The second resolution presented by the chairman of the section provoked some discussion covering a wide range. The resolution reads as follows:

Resolved, That it is the sense of the association that the several schools of pharmacy ought to include in their curricula a course of commercial training comprehensive enough to insure that the student is fully capable of properly managing a retail drug business, the passing of a satisfactory examination in this branch being a prerequisite to graduation.

Chas. R. Sherman, of Omaha, asked for a definition of the term course in commercial training, and replying, Mr. Wooten said that he thought that the course should be equal to that given in the ordinary commercial school. L. E. Sayre, of Lawrence, Kan., said that two full years were required to complete the course of the good commercial schools, and if the college of pharmacy was to furnish this instruction there would be no time left for instruction in the scientific branches. In the school at Lawrence two hours per week for ten weeks was devoted to this subject, and this was, in his opinion, about as much time as could be spared for this purpose out of a two years' course, which was even now too short, as it is, for imparting the needed scientific training, and its further curtailment was out of the question—in fact, it needed to be extended.

Leo Elie said that the student of pharmacy should receive his elementary education before entering the school of pharmacy. Joseph Helfman said that in discussing this question one must differentiate between mere clerical instruction and a true commercial education. The former was given at schools having brief terms and superficial training; the latter was a broad education fitting a man to meet and cope with the larger problems of commerce. He suggested that Mr. Ryan—whose work had been referred to by several of the speakers—should make some statement regarding the kind of commercial course which he had instituted in the Philadelphia College of Pharmacy.

THE COMMERCIAL COURSE AT THE PHILADELPHIA COLLEGE.

Mr. Ryan said that the commercial course had been instituted to meet the conditions existing. The students who came to the institution were found to be deficient in knowledge of the laws and practice of commerce. They knew nothing of the forms or methods of business. Mr. Ryan said that no one could advocate the institution of a course of business instruction as complete as that given in the commercial colleges. But the particular phases of business transactions which present themselves in the drug business can and should be taught in the college. All that can be hoped is that the principles and the forms of ordinary business life shall be taught so as to give the young man the basic ideas upon which to build a business education by later study in contact with the business world. Mr. Mayo spoke of the hearty commendation which had been given by the National Wholesale Druggists' Association to the efforts which have recently been put forth of late years by the colleges of pharmacy in the direction of commercial training. Chas. Caspari, Jr., of Baltimore, said that the results of the introduction of practical instruction in business methods, not merely lectures, had been most satisfactory.

Robert R. Lampa, New York, commended the resolution, and spoke of the necessity for carrying this commercial education on, at least so far as familiarize the student with the ordinary business forms and their uses.

A. E. Ebert, Chicago, said that he did not think that the school could supply all the needed training. He preferred the man who had started out as a boy, and had run the whole gamut of duties from washing windows upward, but who had received his practical training before and not after he went to the College of Pharmacy; Lewis C. Hopp, Cleveland; W. L. Dewoody, Pine Bluff, and Theo. C. Loehr, Carlinville, Ill., took somewhat similar ground. C. H. Daggett, New York, said that we must look forward and not backward. He himself had been an apprentice, but he wanted to keep up with the times, and have clerks who had a proper basis of sound education on which to lay the superstructure of his pharmaceutical education.

C. S. N. Hallberg said that it was the duty of the professor of practical pharmacy to convey to the student a considerable proportion of that commercial training so essential to his success in after life, teaching such basic things, for instance, as How to Get the Most Money for the Smallest Quantity. Mr. Kerchegessner, Grand Rapids, said that the fault lay in the character of the apprentices entering the business. The resolution was finally adopted as given above.

SHOULD CONFER WITH PHYSICIANS.

The following resolutions offered by the chairman of the section was adopted without discussion.

Resolved, That it is the sense of the association that retail pharmacists will greatly increase their prospects of success as business and professional men by inaugurating occasional conferences between their respective local organizations (of which there ought to be one in every community) and the physicians of their localities, in which conference there are brought up for discussion the relation between the physician and pharmacist to each other and of both to the public, it being confidently believed such conference will benefit all concerned.

PRICE CUTTING.

Resolved, That it is the sense of the American Pharmaceutical Association that price cutting on proprietaries and other goods, inaugurated and carried on for the specific purpose of gaining advantage of one's fellow pharmacists, is wrong in principle and subversive of the association spirit, to foster which spirit this organization was formed.

Resolved, That this organization deprecates the feeling said to exist in some quarters that the American Pharmaceutical Association is not in as hearty accord as it should be with the efforts which the retail pharmacists of the country are putting forth individually and collectively to improve their financial status.

Resolved, That the association heartily commends all such endeavors and cordially urges upon pharmacists the desirability of identifying themselves closely with their respective local and State organizations, the National Association of Retail Druggists and the American Pharmaceutical Association, the commercial section of which devotes itself exclusively to subjects of vital interest to those engaged in conducting retail drug stores.

THE PLACARD AND THE SHOW WINDOW.

Ralph B. Gable presented a paper on the show window placard which presented many novel suggestions and which was warmly received. The show window was spoken of as a neglected medium for the increase of trade. The author dwelt particularly upon the value of the placard as a medium through which the retailer can reach the public. The author gave details as to the methods of lettering placards and offered a number of catchy and effective phrases suitable for use in placards.

A brief paper by A. B. Raim, Columbia, Tenn., was read by the secretary, the subject of the paper being the probable effect of the reduction in the tax on alcohol upon the retail drug business. The author took the ground that any reduction in the price would be detrimental to the commercial interests of the retail druggist, as it would reduce the gross amount of his profit. This view of the case was combatted by F. W. Meisson, La Porte, Ind., who pointed out that the proposed reduction would mean about a quarter of a cent per ounce on tinctures made with diluted alcohol, and a little more than half a cent on each ounce of strong tinctures, and it seemed highly improbable that this decrease in cost would be followed by a corresponding decrease in the retail price.

A brief paper was submitted by Wm. Mittlebach of Missouri on the commercial training of the apprentice which was referred to the Publication Committee after some discussion by Messrs. Sherman, of Nebraska; Burke, of Michigan, and McIntyre, of Pennsylvania.

PHARMACEUTICAL PROGRESS

was the title of a paper presented by W. H. Burke, of Detroit. Mr. Burke compared the conditions now existing with those existing in former years. He pointed out that the consumption of proprietary medicines had been abnormally stimulated, with the result that the number of drug stores had increased to such an extent as to cut down the profits by competition through cut prices.

Two papers on whiskies bottled in bond were referred to the Committee on Publication without any recommendation. There seemed to be an impression that these papers were in effect advertisements.

A paper by Daniel C. Harbaugh, Haverford, Pa., on Commercial Training in Colleges of Pharmacy was read by title.

THE ELECTION OF OFFICERS

was then entered into, resulting in the choice of W. L. Dewoody, of Pine Bluff, Ark., as chairman; Robert C. Relly, St. Louis, as secretary, and E. M. Boring, Philadelphia; Chas. R. Roth, Canton, Ohio, and Chas. R. Sherman, Omaha, as associate members of the committee of the section.

The Section on Commercial Interests then adjourned.

SECTION ON SCIENTIFIC PAPERS.

THE IDENTITY OF ATROPINE AND HYOSCYAMINE.

Wednesday Morning.

The Committee on Scientific Papers opened the proceedings of the Scientific Section on Wednesday morning with the annual address of the chairman, J. O. Schlotterbeck, of Detroit, the chair being occupied meanwhile by Edward Kremers, of Madison, Wis. The address opened with a review of the history of Pasteur's monumental work on racemic acid and its bearing on stereo-isomerism. Taking up the connection between atropine and hyoscyamine which are stereo-isomers—the latter being the racemic form of the former—he intimated the probability of close physiological relation. This had been recently confirmed by the experimental work of Cushny, which tended to prove that the action of atropine and hyoscyamine was relatively alike but with different intensity upon certain organs. (Proceedings American Pharmaceutical Association, 1902, page 407.) It was suggested that the two alkaloids might be used indifferently one for the other, the question of which one to use being only a matter of dosage, which was always regulated by the physician.

DR. F. B. POWER WINS THE EBERT PRIZE.

Julius A. Koch, of Pittsburgh, chairman of the Committee on the Ebert Prize, submitted a report awarding this prize to Dr. Frederick B. Power, with Burroughs, Wellcome & Co., London, England, for his paper on The Chemistry of the Stem of *Derris Uliginosa*. The plant, which was the subject of study, is an Eastern fish poison, and in his paper, which occupied 45 pages, including illustrations, in the volume of the "Proceedings" for 1902, Dr. Power gave the results of an extensive research into the chemistry and anatomy of the plant. The award was therefore singularly well merited.

Report of Committee on the Drug Market.

This report, which was read by Eustace H. Gane, opened with a statement showing that the earnest effort of the committee to enlist the active co-operation of the membership had not been as fruitful in results as could be wished. Shortly after the appointment of the committee, the members interviewed the drug appraisers of Boston, New York and Philadelphia, and were assured of their willingness to co-operate as far as possible. The appraisers expressed the opinion that a knowledge of the strictness of inspection prevented the attempt to enter very inferior drugs. Those most carefully examined were lupulin, opium, ipecac, jalap, gualiac resin and asafoetida. In 1902 one lot of rhubarb and one case of chemicals were rejected at the port of New York. Recently 40 cases of asafoetida rejected at United States ports, were offered for sale in the London market.

The committee had given attention to several subjects, and these are considered in special papers presented to the Scientific Section. A range of 250 per cent. in the price of aloins and the great difference in their physical appearance, and properties seemed to call for investigation. This would be undertaken by Mr. Havenhill, of the committee, and the results presented at a future meeting.

COD LIVER OIL A SHINING MARK FOR ADULTERATORS.

The condition of the cod liver oil market had led to the development of unusual interest in this product, and this received adequate attention in the report. Before the recent phenomenal advance in the price of Norwegian oil, it was stated that certain dealers were offering shore oil and mixtures of shore oil and Norwegian oil in containers similar to those employed for marketing Norwegian oil and selling the product as "Pure Norwegian Oil."

The report stated that the committee would have been glad to secure the help of those analysts who give certificates that oils they had separated from emulsions by solvents, altered as they were by the process of extraction, tested as pure Norwegian oil; but up to date no light had been cast upon the methods employed. The test most depended upon was that with fuming nitric acid. Bedall asserts that it is not conclusive. A fresh pure oil will give the rose color at once, while the same oil a year old fails to respond to the test.

COD LIVER OIL SUBSTITUTES.

Substitutes for cod liver oil are now being freely offered in the New York market. The basis of all these is a specially refined seal oil, and in some instances pure seal oil is offered for "mixing" with Norwegian oil. A "fish liver oil" is also being offered in the London market as a substitute.

E. H. Gane, of the committee, presented to the Scientific Section a paper on "Cod Liver Oil and Its Adulterants," and this is published elsewhere in this number of the AMERICAN DRUGGIST.

The committee reported that examination of numerous samples of essential oils showed that gross adulteration was being practiced with oils intended for the use of the retail trade. In some instances artificial mixtures are supplied in place of the natural products.

The committee had had the assistance of the new Drug Laboratory at Washington during the year, and Lyman F. Kebler, chief, presented to the Scientific Section a paper on the "Sophistication of Drugs," which is given in abstract on another page.

The report noted the fact that Prof. V. Coblentz, in his address as chairman of the New York Section of the Society of Chemical Industry, had treated the matter of adulteration at some length, and submitted samples of aristol, trional, phenacetin, etc., that were spurious or largely adulterated. These he had presented to the committee, and they were submitted to the meeting.



From Four Track News.

The Sphinx-like "Sugar Loaf" on Mackinac Island.

The committee suggested the passage of a resolution directing that these samples and all others of adulterated products presented as exhibits of the various reports of this committee, after examination by the members present at the meeting, be forwarded to the Drug Laboratory at Washington to form the nucleus of a permanent collection for future reference. The report stated that arrangements had been made with the Bureau of Plant Industry, Rodney H. True, physiologist, to care for all specimens presented.

Attention was directed to the report of the Committee on Inspection, Complaints and Prosecutions of the Board of Pharmacy of New York State. This committee inspected 1,372 stores, made 278 prosecutions with 106 convictions, 5 acquittals and 167 suits pending; 314 samples examined showed 188 to be standard, or nearly so, and 126 deficient.

GALENICALS BELOW STANDARD.

Attention was also called to the complaints made by physicians in papers read at the meetings of the different medical associations, upon the great variation in the appearance and activity of prescriptions due to the wide range of alcoholic strength of the solvents employed, and the extensive variation in the character of the drugs used. Examination of the market so-called resinoids or concentrations brought to light a variation of 233 per cent. in their alcohol-soluble constituents, and proved that many were not so strong as the extracts and powdered extracts made from the same drug by other houses; while the market fluid extracts and elixirs might show as great a difference in composition upon examination.

In the report of Professor Coblentz, previously referred to,

attention was directed to the divergent results in the assay of the same drug by experienced chemists. Aconite root, 0.5 to 0.98 per cent.; conium, 0.52 to 0.97 per cent.; calabar, 0.07 to 0.14 per cent.; belladonna root, 0.40 to 0.51 per cent.; belladonna leaf, 0.14 to 0.20 per cent.; hydrastis, 2.74 to 3.54 per cent.; ipecac, 1.74 to 2.23 per cent.; guarana, 0.74 to 3.84 per cent., and 2.48 to 4.68 per cent.

These differences the committee considered might be due to different processes, to different degrees of purity in the weighed product in gravimetric methods, to failure to use neutral alcohol or properly standardized solutions in volumetric methods, or to error in calculation. Nevertheless, if such results could be obtained by experienced chemists, it was very apparent, according to the committee, that any process of assay adopted by the Pharmacopœia should be given in complete detail and hedged about by all proper precautions without assuming too much knowledge on the part of the purchaser of the volume.

RESOLUTION OFFERED BY THE COMMITTEE.

The committee said it would be helpful if the new drug laboratory could be used as a medium of investigation and interchange of results with the same sample of drug until greater uniformity could be secured, and they recommend the adoption of the following resolutions by the association:

Resolved, That it is the sense of the American Pharmaceutical Association that great good would be accomplished if the Secretary of the Treasury would confer with the Secretary of Agriculture for the purpose of making suitable arrangements with all the United States port chemists to place at the disposal of the Bureau of Chemistry all their analytical methods bearing on drugs and chemicals and the data they obtain in the examination of imported goods from time to time.

Resolved, That the interests of medicine and pharmacy would be advanced by the appointment, under the direction of the Association of Official Agricultural Chemists, of a referee on medicinal plants and chemicals.

FINDINGS OF THE COMMITTEE.

The detailed report of the committee on the various drugs and chemicals examined by them showed numerous variations from standard. The text follows:

Acid hydrochloric, C. P.: Three carboys. All gave zinc, apparently from zinc cap of carelessly closed carboys.
Acid hypophosphorus, 50 per cent.: Under strength; contained excess of metallic impurities and calcium sulphate.
Alum, dried: Eight samples proved to be made from ammonia alum; none found made from U. S. P. potassium alum.
Ammonium chloride, pure: Not all volatilized; gave pp. with ammonium sulphide and potassium ferrocyanide; contained aluminum salt.
Arrowroot: Substituted entirely by corn starch.
Arrowroot (American): Seventy-five per cent. corn starch.
Beeswax (1): Abnormal in all respects; sp. gr., 0.9418; melting point, 61° C.; acid number, 11.06; ether number, 54.44; contained 30 per cent. paraffin. (2): A mixture of beeswax and Chinese wax.
(3): Adulterated with 33 per cent. of Cassava starch; freed from the starch the residual wax tested as pure.
Cannabis indica (1): 10 per cent. below standard. (2) 24 per cent. below standard.
Cantharides, Russian: Low in cantharidin; powdered: 0.38, 0.36; is often 0.8.
Carbon disulphide, C. P.: Contained 0.3 per cent. dissolved sulphur, colored lead acetate solution and had fetid odor.
Chloroform, pure, for anesthesia: Barely stands the barium hydrate test, and from careless storage or handling is not fit for anesthetic purposes; three samples contained decomposition products—COCl₂ and HCl.
Coca leaf: Contained 18 per cent. twigs, stems, seed capsules, foreign leaves, etc.
Cochineal: Contained 30.81 per cent. ash, instead of 6 per cent; the impurity was talcum.
Cichoneal, powdered: Contained 17.25 per cent. ash, largely earthy matter.
Colocynth, Trieste: Contained 50 per cent. loose seed, in addition to those in the fruit; five cases gave 45 per cent. pulp.
Colocynth, Spanish: Contained 75 per cent. loose seed; hard to obtain with less than 40 per cent. loose seed; five cases gave 20 per cent. pulp.
Copaiba: Mixed with fatty oil and of pungent, rancid odor.
Cottonroot bark: Nearly half of bale rootlets and not bark.
Creosote, beechwood: Contained but a trace of the portion, boiling around 205° C. to 210° C., showing removal of gualacol.
Cubeb berries: Contained 25 per cent. of twigs, stems, worthless berries, etc.; yielded 6 per cent. oil. The admixture of genuine but worthless material far from uncommon.
Diastase of malt (1): One part converted 30 of starch. (2): One part converted 100 of starch.
Eucalyptol: Sp. gr., 0.9272; optical rotation + 1° 30'. Should be inactive; boiling point 174° to 175° C.; seldom meet with a sample complying strictly with U. S. P. requirements.
Gamboge, powdered: Contained a notable amount of starch, apparently rice flour.
Golden seal: Contained 23.8 per cent. ash and 2.02 per cent. hydrastine alkaloid. The admixture of foreign matter, either by accident or design, is far too prevalent.
Horse medley: Supposed to be crude antimony sulphide; contained 99 per cent. wood charcoal.
Jaborandi leaf: Contained 16.7 per cent. of sticks, stems and other foreign matter.
Jaborandi, fluid extract: Contained 0.32 per cent. alkaloid; standard, 0.75 per cent.
Linseed meal Carload lot; oil had been removed; only 18 per cent. remained.
Lithium carbonate: Contained 98.25 per cent. lithium carbonate and slight excess of sulphate. (U. S. P. requirement, 99 per cent. lithium carbonate.)

Lycopodium: Two lots contained small percentage of starch. Gave 2 per cent. ash, which is below the U. S. P. limit of 5 per cent.
Mace: Adulterated with Malabar mace, ingeniously colored to resemble the genuine. Microscopical sections differ little from the genuine product.

Mercurial ointment: Did not contain any mercury.

Oil, almond, French: Supposed to be expressed from peach kernels. Consists wholly or in part of peanut oil.

Oil, bay: Sp. gr. too low; 0.9427. Should be 0.965 to 0.975.

Oil, caraway: Prepared by admixture of carvone and carvol in varying proportions.

Oil, cedar: Abnormal in all points; sp. gr., 0.8857; optical rotation, —1° 55'. Insoluble in ten volumes of 80 per cent. alcohol. The quality of oil cedar seems to be abnormally bad.

Oil, citronella: (1) Adulterated with resin spirit; (2) adulterated with kerosene—very common.

Oil, codliver: (1) Mixed with seal oil; (2) mixed with coast or shore oil, or substituted by it.

Oil, hemlock No. 1: Sp. gr., 0.8757; optical rotation, +2° 40'. Should be, Sp. gr., 0.907 to 0.913, and optical rotation —20° to 24°.

Oil, hemlock No. 2: Sp. gr., 0.9001; optical rotation, —9° 36'. Contained 13 per cent. of bonyl acetate.

Oil, lavender No. 1: Contains salicylic acid.

Oil, lavender No. 2: Contained oil of turpentine.

Oil, lemongrass: Mixed with acetone.

Oil, lime, expressed: Rank odor. Optical rotation, 11° 48'. Should be 35° to 38°. Solubility normal. Corresponds to a distilled oil.

Oil, olive (1): Substituted by paraffin oil; (2) a large portion of the cheaper grades is adulterated. Admixtures with cottonseed oil are less frequent, but the use of peanut oil is very common.

Oil, peppermint: Mixed with acetic (O. & O., April 11, 1903, 501). The addition of acetic raises the apparent content of ester.

Oil, rue No. 1: Abnormal in every point. Sp. gr., 0.855; optical rotation, —30.72. Insoluble in 70 per cent. alcohol. Does not congeal at —10° C. 80 per cent. distills 160° to 200° C. Adulterant, French oil turpentine.

Oil, rue No. 2: Abnormal in every point. Optical rotation, —27.68. 85 per cent. distilled between 160° and 200° C. Adulterant, French oil turpentine.

Oil, sandalwood (1): Mixed with cedar oil; (2) adulterated with chloroform, raising the sp. gr. and increasing the apparent content of alcohol.

Oil, sassafras No. 1: Sp. gr., 1.024. Should be 1.07 to 1.09. Contained oil of camphor.

Oil, sassafras No. 2: Sp. gr., 1.048. Contained oil of camphor.

Oil, turpentine, rectified: Sp. gr., 0.8600. Gave 2 per cent. of resin. Should be free from resin.

Pepper, black: One sample contained 70 per cent. ground rice, and another 13 1/4 per cent. organic matter.

Petroleum ether, boiling point 60° to 65° C.: Not obtainable. The commercial article boils anywhere from 30° to 120° C., owing to the cracking of the hydrocarbons during distillation.

Phenacetin: Claim made that 315 samples consisted largely of acetanilid. (N. Y. Board of Health. Drug. Circular, February, 1903.)

Podophyllin: Commercial grades rarely range over 85 per cent. soluble in alcohol. Apparently little effort is made to remove all extractive matter. Some samples are apparently powdered alcoholic extracts. Podophyllin content (Gordin's method), No. 1, 17 per cent.; No. 2, 14.4 per cent. Standard, 22 per cent.

Potassium bromide, No. 1: Contained notable amount of bromate.

Potassium bromide, No. 2: American brands contain 1 per cent. to 9 per cent. chlorides, rarely less than 3 per cent. German brands are better, usually containing 1 per cent. to 2 per cent.

Potassium bisulphate, C. P., No. 1: Contained 88.78 per cent. potassium bisulphate; remainder sulphate and moisture.

Potassium bisulphate, C. P., No. 2: Contained 33 per cent. potassium bisulphate; remainder sulphate, moisture and a trace of chloride.

Potassium citrate: (1) Contained 2.1 per cent. free acid, as citric and excess of chloride—off color—acid to litmus paper; (2) 1.05 per cent. free acid and excess of chloride; (3) 1.40 per cent. free acid and 0.6 per cent. chloride.

Potassium iodide, C. P.: Contained sulphate, chloride, iodate and sodium; 5 Gm. required 3 Cc. N/10 acid to neutralize the alkalinity. Not even suitable for medicinal use.

Pulsatilla herb: One-third true plant; two-thirds grass and other plants.

Scammony resin: Mixed with resin of orizaba jalap (Ipomœa orizabensis).

Soda, caustic, pure by alcohol: Contained an objectionable amount of chloride.

Sodium sulphite, C. P., crystals: Contained 80 per cent. sulphite, 8.36 per cent. sulphate.

Sodium sulphite, anhydrous: Contained 63 per cent. anhydrous sulphite.

Sodium sulphite, C. P., anhydrous: Contained 82 per cent. anhydrous sulphite.

Sodium sulphite, purified: Contained 87 per cent. sulphite, 5.8 per cent. sulphate.

Spirit of camphor: 40 out of 215 samples made with wood alcohol.

Sulphur, sublimed: Some samples very acid. As high as 0.6 per cent. free H₂SO₄ found.

The report was signed by the full committee, consisting of

Edgar L. Patch, chairman; Eustace H. Gane, W. K. Ilhardt,

A. B. Lyons, L. F. Kebler, L. D. Havenhill.

The resolutions embodied in the report and formally offered for adoption by the committee were favorably acted upon.

After Chairman Schlotterbeck had announced 35 papers on hand for presentation, C. M. Riley, of Alton, Ill., read the report of the Committee on the Revision of the United States Pharmacopœia. This presented a mass of data culled from the forthcoming volume, the matter being especially interesting on this account.

In the routine work of the section, Joseph W. England was nominated for chairman and William A. Puckner for secretary, to serve during the ensuing year, and the nominations were held over for action at a subsequent sitting.

EXTENSIVE ADULTERATION IN PILOCARPUS LEAF.

Prof. H. H. Rusby, of New York, presented a paper on The Pilocarpus Leaves of Commerce, in which he announced the

somewhat surprising fact that about 90 per cent. of the leaf furnished to retailers by jobbers was adulterated. Manufacturers buying on assay were, however, protected. He urged the abandonment of the term *Jaborandi*, which was a generic name, used by the natives for a variety of drugs. He described minutely two varieties, which are to be recognized in the forthcoming Pharmacopœia, *Jaborandi microphyllus* and *Pilocarpus jaborandi*. The drug now, official, will be discarded. Numerous specimens of the several varieties were shown, including spurious varieties characterized by the absence of one leaflet. One of these varieties was given as a specimen in a recent State board examination.

PHENACETIN TESTS DISCUSSED.

George M. Beringer, of Camden, N. J., read a paper of considerable interest and value on The Identity Tests for Phenacetin and Acetanilid. After a comparative review of the various tests, he recommended one devised by himself, the procedure of which is as follows:

A NEW TEST.

Boll $\frac{1}{16}$ Gm. phenacetin one minute, with 3 Cc. of 50 per cent. sodium hydroxide solution; cool, agitate with 5 Cc. chlorinated soda solution. If the product is pure, a clear yellow liquid will result, while a purple-red, or brownish-red cloudy liquid or precipitate indicates the presence of acetanilid. This, together with the determination of the melting point and the application of Hirschsohn's bromine water test, affords ample protection.

Mr. Beringer presented a second paper giving the results of the examination of 182 samples of phenacetin bought in the open market in 5, 10 and 15 cent quantities at drug stores in New York, Philadelphia, Atlanta, New Orleans, Detroit and Baltimore. Of the entire number 27 were grossly adulterated, 7 slightly contaminated and 148, or 81.32 per cent., were pure.

Inferior Drugs and Insidious Methods of Deception.

Lyman F. Kebler, Chief of Drug Laboratory of the United States Department of Agriculture, read a paper bearing this title. The adulteration of medicinal remedies was, he said, largely due to greed, yet some dealers seem to advance plausible reasons for certain of their actions. Adulterations were considered under several heads, as: (1) Conventional, to suit the tastes and demands of the public; (2) accidental or incidental, due to carelessness, negligence or ignorance on the part of manufacturers or their agents; (3) arbitrary, to take advantage of or comply with certain standards; (4) intentional, fraudulent pure and simple.

Conventional adulterations included artificial coloring, the coating of ginger, the weighing of cochineal with various products, etc. A method of determining the tinctorial value of cochineal was given.

Accidental adulterations were widespread. Crude drugs usually contain mixtures of foreign matter, such as dirt, stems, twigs, pods, foreign leaves, deteriorated and exhausted material to the extent of 25 per cent. Examples were cited of coca leaves, cubeb berries, belladonna leaves, potassium iodide and potassium bisulphate.

In order to deal effectively with adulterations it was necessary to adopt some standard. In certain cases it is a minimum one, and some manufacturers dilute a superior product so as to comply with such an adopted standard. These belonged to the class of arbitrary adulterations.

As to intentional adulterations, the underlying motive for dealings of this character was monetary gain. Examples of this class were cited as mixtures of Potassium cyanide and sodium cyanide delivered as potassium cyanide, prime quality drugs mixed with inferior goods and beeswax adulterated with starch.

It is the practice in large warehouses to collect the sifting of various drugs and place them on the market at a price much below that asked for goods of prime quality. These goods are frequently used for galenical preparations.

Shameful as is the practice of what is commonly known as "substitution," it was not nearly as iniquitous, according to the author, as the practice frequently resorted to by some dealers of delivering a sample of prime quality, then supplying goods of an inferior grade.

GERANIUM OIL AND ITS SUBSTITUTES.

All varieties of geranium oils readily available in this country were purchased as near the source of production as possible. The oils were examined, with a view of ascertaining if mixtures of these oils could readily be detected. Twelve samples were secured, and the analysis justified the conclusion that a judicious mixer has the chemist at a decided disadvantage.

PHENACETIN.

The history of the development of this chemical was traced from the researches of Cahours to the filing of a patent in this

country. The patent was reviewed, and while it does seem to be an unjust grant of a monopoly, the author said that our present laws allowed such a privilege, consequently the patent should be respected. Every possible effort should be made to have the patent laws allowing monopolies of this character modified. The constitutions of phenacetin and acetanilid were compared, with a view of showing how difficult it is to detect the latter in the former by chemical means. The physical and chemical tests were reviewed and their utility ascertained. There are numerous misleading statements in literature relative to the efficacy of some of the chemical tests. It is virtually impossible to secure an ounce of the illegitimate product from the druggist, but the source of supply is usually well known to most of them. Very little phenacetin appears to be smuggled into this country at present. It is said to be regularly imported, duty paid, as phenacetin and paracetphenetidin.

The morning's work closed with a note on Nux Vomica Assay, by William A. Puckner.

A SUBSTITUTE FOR ACACIA.

Afternoon Session, Wednesday.

When the Scientific Section reconvened at 3.30 o'clock, E. G. Eberle, of Dallas, Texas, read a paper on The Mesquite Tree, which is indigenous to Texas. He described the characteristic gum yielded by the tree and showed specimens. The gum occurs in tears, and resemble gum acacia in many ways, its specific gravity, solubility and behavior to nitric acid being nearly identical; but its aqueous solution is not precipitated by lead subacetate, ferric salts or borax. The gum is evidently of great possible value, and except for the cost of collection would be a formidable competitor of acacia. The tree has been introduced into the Sandwich Islands.

Albert E. Ebert, of Chicago, presented a note correcting a statement attributed to him by Dr. A. R. L. Dohme, of Baltimore, to the effect that narcotine is toxic, since Ebert has for the past 35 years maintained its nontoxic character.

ACETIC ACID AS A MENSTRUUM.

J. Percy Remington, of Brooklyn, N. Y., presented a paper on The Value of Acetic Acid as a Menstruum for Fluid Extracts, accompanied with specimens. The paper was discussed at some length, and Edward Kremers objected to the use of acid in those classes of drugs, the active principles of which readily undergo hydrolysis, such as belladonna, aconite, henbane and drugs containing glucosides. He pointed out that the acid in such preparations might speedily render them inert.

M. I. Wilbert, of Philadelphia, described a new form of medicine glass for family use, which was graduated in cubic centimeters and teaspoons, 5 Cc. being considered the equivalent of 1 teaspoonful. In shape the glass is conical instead of cylindrical, in order that small doses may be more accurately measured.

Professor Remington objected to the proposed system of graduation upon the ground that it would be necessary to educate the physician to the difference between Wilbert's equivalent and those now in common use. This, he said, could not be done in a hundred years.

Prof. H. M. Gordin, of Chicago, read a dissertation on the Crystalline Principle Contained in Prickly Ash Bark.

THE SIEVES OF THE MARKET ARE INACCURATE.

An interesting paper on Sieves was contributed to the section by Raymond Pond, of Northwestern University, Chicago. Details of the accurate measurements of the commercial, brass and tinned iron sieves of the market were given. The figures submitted showed a wide variation in the number of meshes in the sieves commonly sold. All sieves above 30 mesh were shown to be more or less faulty. While the number of longitudinal wires might be correct, the number of transverse wires was frequently below the number represented to be contained in an inch space. The wires also varied considerably in diameter, and this resulted frequently in powders of a different degree of fineness being sent out by various millers from the same meshed sieve.

Eustace H. Cane, of New York, submitted a valuable paper on Cod Liver Oil and Its Adulterants. The paper, which is printed elsewhere in this number, was discussed at considerable length, the curious opinion prevailing that while adulterants were not to be commended, it was fortunate that in all probability the latter were fully equal to cod liver oil in medicinal value. A. E. Ebert remarked that he had recently heard that petroleum oil was being used as an adulterant, but the author stated that he had not as yet encountered any such contamination. The afternoon session then adjourned.

At the evening sitting of the Scientific Section, William A. Puckner, of Chicago, was elected chairman of the section, the choice for secretary being Eustace H. Cane, of New York.

Lyman F. Kebler submitted a report on the address of retiring Chairman Schlotterbeck, which was highly commendatory. The routine work of the section was then taken up, and on motion of George M. Beringer the report of the Committee on Adulterations was adopted. Mr. Beringer then moved to strike out that portion of the report relating to samples of aristol and dithymol di-iodide, and to refer the samples submitted to three experts for examination, the experts to purchase control samples in the open market. This was adopted. He then moved that only that portion of the report be accepted which recorded results obtained personally by members of the committee, and the motion prevailed. C. S. N. Hallberg said he was astounded to learn that samples had been brought into the public meeting in their original packages showing the names of the maker and the vendor with analysis in detail on each. The marks indicating origin should, he said, have been entirely removed. On motion of Charles Caspari, Jr., the committee was instructed to remove all marks indicating origin from samples shown hereafter.

Mr. Mayo, of New York, questioned the wisdom of excluding from the report any record of analytical work in the detection of adulterations not made by the members of the committee. As the author of the resolution under which it was appointed at St. Louis, he felt that he was in a position to state that the object of the committee would be frustrated by imposing this limitation. The report of the committee was intended to be an authoritative index of the literature of adulteration. Professor Remington and Mr. Alpers declared that the last vote had been taken under a misapprehension, and the vote was reconsidered, the report being finally adopted as a whole, save for the elimination of the paragraph referring to aristol samples. The discussion on this matter created a ripple of excitement, and some feeling was shown by the participants.

A paper by A. B. Lyons on The Physiological Assay of *Cannabis Indica* was read and discussed. Mr. Caspari said that exposure to low heat in the open air caused deterioration of the extract.

A plea for the use of the compound microscope in the examination of drugs was contained in a paper by Prof. L. E. Sayre, of the University of Kansas, dealing specially with the need of greater accuracy in the descriptions of drugs.

The paper was commended heartily by Professor Rusby.

Dr. Lyons suggested an improved general method for drug assay in a paper on this subject. By his method he avoids the objection to aliquot parts found against Keller's original method.

C. S. N. Hallberg read an interesting paper on the Lost Art of Plaster Making, in which he cited foreign pharmacopoeial methods, and proposed a formula based on a solution of rubber in petroleum. A paper on Iron Peptonates, by Leonard A. Johns, was read by title.

Eustace H. Gane presented a valuable paper on The Benzoin of the Pharmacopoeia, which was discussed by Messrs. Beringer, Hallberg and others. Other papers presented were: The Chemistry of Sanguinarine and Chelerythrine, by N. Fisher; Heavy Oil of Wine, by I. W. Brandt; Mint: Early History and Modern Commercial Development, by Albert M. Todd, of Kalamazoo; The Chemical of Analysis Ethyl and Methyl Alcohol Mixtures, by L. D. Haigh; The Structure of Stem Root and Leaves of *Eschscholzia Californica*, by R. H. Denniston; The action of Oxidizing Agents, Particularly Potassium Permanganate and Iodic Acid Upon Morphine, by C. W. Johnston; Resin of *Podophyllum*, U. S. P., or *Podophyllin*, by H. J. Lohmann; Sanguinaria Assay, by Walter Blome; Personal Name Synonyms in the U. S. P., by M. I. Wilbert; The Chemistry of Chelidonium, by J. O. Schlotterbeck and H. C. Watkins; The Microchemical Differentiation of Atropine and Hyoscyamine, by J. O. Schlotterbeck; Uses and Tests of Carbon Tetrachloride, by Otto Raubenheimer; Chemical and Physical Constants of Oil of Datura, by Julian Baird and Florence Sleep; The Estimation of Sulphite, by R. W. French; New Reactions of Antipyrin and Salophen, by Geo. M. Beringer; Geranium Oil and its Substitutes, and Inferior Drugs and Insidious Methods of Deception, both by L. F. Kebler.

The session of the Scientific Section was then adjourned *sine die*.

THE HISTORICAL COMMITTEE.

Tuesday Evening.

The Historical Committee met in the Casino on Tuesday evening, being opened by an address by the chairman, Edward Kremers, of Madison, Wis., outlining the various lines of activity for historical research, which are open to the pharmacists.

Reference was made to the work of the State Association of Wisconsin, which has collected a larger mass of matter of historical interest.

SCOPE OF THE COMMITTEE'S WORK.

Other fields of interest for historical research would include sketches of local organizations, of colleges, of leaders in pharmacy, records of old stores, and of different special fields of activity as in the collection of drugs, etc. The Lloyd library is at present, he said, the most valuable depository of pharmaceutical archives in this country. Reference was made to the spread of interest in history, which has led to the establishment of a historical pharmacy in the city of Hanover, while a Museum of Medico-Pharmaceutical object of interest had also been founded. The chairman urged all members to contribute to the work of their committee, and asked for suggestions from those present.

Dr. C. B. Lowe called attention to the work which has been done in the line of historical research by the Philadelphia College of Pharmacy.

S. A. D. Sheppard called attention to a scrap book made by him relating to the meeting held in Boston in 1875, and suggested that by a little attention to this aspect of this subject from year to year the result would be the accumulation of a large mass of interesting matter relating to the meetings.

W. L. Cliffe, of Pennsylvania, stated that the Pennsylvania State Association at its last meeting had appointed a Committee on the History of Pharmaceutical Legislation in Pennsylvania from the earliest colonial period.

Lyman F. Kebler asked for contributions from the members of odd volumes of proceedings and of odd volumes of pharmaceutical journals.

A. E. Ebert presented an historical sketch of the Chicago College of Pharmacy, accompanied by a collection of catalogues, matriculation cards, photographs, etc. He spoke of the various organizations formed in Chicago, and detailed the objects for which they were specially formed.

Dr. A. B. Lyons read a paper presented by Dr. A. B. Prescott on "Silas H. Douglas as Professor of Chemistry and Pharmacy before the establishment of a school of pharmacy in Michigan."

M. I. Wilbert presented a paper, entitled Daniel B. Smith the First President of the A. Ph. A., giving a sketch of his life and work, and of the work inaugurated by the Philadelphia College of Pharmacy and the organizations formed under the direction of Daniel Smith. Reference was also made to the work of the early committees of the A. Ph. A., upon which he served and to his influence upon the work of the association.

W. C. Alpers read a biographical sketch of the career of Justus von Liebig, the one hundredth anniversary of whose birth occurred this year. The early struggles of this brilliant man against opposition and obstacles of all kinds served only to develop his energy and to make his subsequent success the greater. Attention was especially drawn to the influence of Liebig's work upon pharmacy and pharmaceutical chemistry and to the apparatus and processes devised by him, many of which are still in vogue to-day. The author concluded with a few characteristic anecdotes of Liebig's characteristic manner of treating his students.

Mr. Ebert, in discussing the paper, questioned some of the writers' characterizations of Liebig, speaking from personal knowledge and long association with the savant.

Dr. Kremers said that there was still in existence in this country one of the old Liebig combustion furnaces, and requested that the names of any pharmacists who had studied under Liebig be handed in to him.

A paper, by Prof. J. U. Lloyd, was read by title.

H. B. Mason read a brief note on the Early History of Pharmacy in the city of Detroit.

H. M. Whelpley exhibited a book by Dr. Wm. Beaumont on "Gastric Digestion," containing a portrait of Alexis St. Martin, and read an abstract of a paper on "Gastric Digestion and William Beaumont," which described the early work upon the physiological functions of the stomach, and referred to the famous case of Alexis St. Martin, who was treated for a dangerous wound of the abdomen by Dr. Beaumont on the Island of Mackinac, and who furnished the first ocular demonstration of the processes of digestion, and the notes of which are recorded in Dr. Beaumont's book.

GENERAL MEETING OF THE COUNCIL.

NO ACTION TAKEN ON PROPOSED BUREAU OF FOOD AND MEDICINES.

Thursday Morning.

On Thursday morning an open meeting of the council was held for the discussion of the proposition to indorse and further the objects of the proposed new Bureau of Food and Medicines. The matter was adversely discussed by Messrs. Lowe, Dohme, Ryan, Whelpley, Helfman, Merrell, Anderson and Mayo. Those in favor of the adoption of the resolutions of the council proposing the appointment of directors from the American Pharmaceutical Association to co-operate with the

medical appointees, were Messrs. Hallberg, Jones, Rusby and Alpers. The meeting adjourned without taking any action in the matter.

SECTION ON PRACTICAL PHARMACY AND DISPENSING

THE CRY OF SUBSTITUTION.

Chairman George M. Beringer called the section on Practical Pharmacy and Dispensing immediately after the adjournment of the council meeting, and delivered the chairman's address, which was devoted to a criticism of the false cry of substitution raised by certain firms. Mr. Beringer did not name the firms whom he charged with fostering the objectionable charges. Robert R. Lampa, of New York, commended the tone of the chairman's address, and said it was high time that a stop should be put to the indiscriminate attacks on druggists by proprietary medicine manufacturers.

FALLACIES EXPOSED.

After the appointment of a Committee on the Enno Sander Prize, composed of Lewis C. Hopp, Charles Holzhauer and Leo Eliel, a paper by Otto Raubenheimer, of Brooklyn, on Syrup of Hydriodic Acid, was read by the secretary. Two statements in the paper were characterized as fallacious by Mr. Ebert. He said there was no difficulty in obtaining sugar from ultramarine, and that animal charcoal was almost always impure, an acid solution of it invariably yielding lime salts. The use of glycerin as a basis instead of syrup was discussed by Messrs. Ryan, Eliel and Koch. Some extemporaneous remarks were made by A. E. Ebert on the use of an almond grater known as the Duplex for grating opium for percolation.

OFFICERS OF THE COMMITTEE.

After the reading of papers by M. I. Wilbert and Frank Fisk nominations for officers of the section were made. William H. Burke being named for chairman, and C. W. Benfield for secretary, with Frank Fisk, E. A. Ruddiman, Miss Jean Gordon, William Mittelbach and D. F. Jones as associates. The first sitting was then adjourned.

THE NATIONAL FORMULARY.

Second Sitting.

At the second sitting of the section, C. Louis Diehl submitted a provisional report on the National Formulary, a final report being impracticable until the issuance of the Pharmacopoeia, and the question of what was to be admitted to the volume determined. It was expected, however, that the new edition of the National Formulary would be published simultaneously with the Pharmacopoeia. A number of formulas proposed by Prof. W. L. Scoville were read, and the report was finally adopted with the omission of names.

NORTH AND SOUTH AT ODDS OVER ELIXIR OF THREE PHOSPHATES.

In discussing the report of the Committee on National Formulary, considerable difference of opinion developed regarding desirable strengths for the elixir of quinine, iron and strychnine. Northern pharmacists argued that 1 grain of quinine to the ounce was ample, while the Southerners in attendance claimed that as much as 16 grains were sometimes called for.

Several papers contributed to the section were then presented and read, including one on Soluble Iodine, by M. I. Wilbert, and another on Methyl Alcohol in Pharmacy, by H. A. B. Dunning.

A NEW MEDICINE DROPPER.

Dr. George F. Payne exhibited a dropper made by W. D. Pitts, of Atlanta, and marketed by Wetmore, which was referred to as ingenious, simple and effective; but M. I. Wilbert warned the audience against considering drops as a measure of volume, since the drop varied according to the receptacle from which it came. Dr. Payne agreed with Mr. Wilbert, but said that so long as physicians prescribed drops it was necessary to provide some form of dropper.

E. A. Ruddiman read a paper on Incompatibilities of Some of the Newer Remedies, and in the discussion a statement was made that ammonol was not of synthetic origin, which led to the changing of the title of Professor Ruddiman's paper.

BAGOE'S SAPO MOLLIS PUZZLES SOME MEMBERS.

George M. Beringer presented a paper on Sapo mollis, and in discussing this paper Mr. Alpers said a pharmacist in New York makes a dark green soap which he had found it impossible to reproduce. He had succeeded in making a nearly identical product from one particular sample of Malaga oil. L. C. Hopp said that he had had trouble with the same soap, which was made in New York by Frederick Bagoe. Percy J. Remington said that a small quantity of potassium bichromate added during the process of saponification produced a green color.

Otto Raubenheimer's paper on

SAFETY BENZIN,

recommending a mixture of 1 volume of benzin and 2 volumes of carbon tetrachloride, was read. The paper was discussed by several members, including Mr. Mayo, of New York, who spoke of the growing use of carbon tetrachloride in Europe as a safe solvent for technical purposes. It was produced very cheaply there, being listed at 7 cents a pound. Reference was also made to the editorial article on carbon tetrachloride published some time ago in the AMERICAN DRUGGIST. Lyman F. Kebler alluded to the effort made some years ago to obtain this substance in the market in commercial quantities for solvent purposes, which was unsuccessful.

ELECTION OF OFFICERS.

The election of section officers resulted in the selection of William H. Burke, of Detroit, as chairman, and E. A. Ruddiman as secretary. Several papers were then read by title.

DISPENSING NOTES.

Lewis C. Hopp presented some practical dispensing notes, giving, among others, a method of filling hard capsules with oils. He places the capsule tops in diluted alcohol in the top of a half ounce ointment tin while he is filling the capsule with oil. Picking up the top he flicks off the excess of alcohol, puts the cap on and lays the capsule down. Mr. Hopp also showed a suppository mold weighing 7 pounds, the ordinary molds having an insufficient quantity of metal. A number of queries which had been received by the committee were on motion referred to the Committee on Publication, and after the installation of officers, the Section of Practical Pharmacy adjourned.

SECTION ON EDUCATION.

Friday Morning.

The first sitting of the Section on Education was held on Friday morning, with J. M. Good, of St. Louis, in the chair. Chairman J. T. W. Knox, of Detroit, read his address for the year. He advocated the consolidation of schools, believing in fewer colleges but better. He cited Dr. Billings's address to the American Medical Association at last year's meeting in New Orleans, and said that a Morgan in colleges would be a blessing. High school entrance requirement seemed in near prospect, he said, and reciprocal registration was a growing necessity. The charges of adulteration and substitution in New York and the subsequent passage of an anti-substitution bill, which would probably be introduced next year, received mention. He advocated the introduction of bills against substitution by the pharmacists themselves, as this would give them a great tactical advantage and would secure the passage of equitable laws.

H. B. Mason's secretarial report covered statistics of legislation more fully than usual. It was presented in abstract, showing that there are now about 92,459 registered pharmacists in the United States and 8,799 assistant pharmacists. During the year 4,262 persons were granted certificates of registration as pharmacists. Of this number 3,171, or 74 per cent., passed examination. In 522 passes, 12 per cent., graduation in pharmacy was accepted in lieu of the examination. In 99 cases, or 2.3 per cent., graduation in medicine was similarly accepted and interchange of board certificates accounted for nearly all of the remaining 470 cases. Concerning assistant pharmacists, 1,143 were registered by examination and 70 by examination during the year. So far as the statistics went they indicated the presence of but 722 women among the army of nearly one hundred thousand registered pharmacists in the country. The remainder of Mr. Mason's report took the form of a paper bearing the title, The Legislative Year.

The report of the Committee on Trade-Marks, by Dr. F. E. Stewart, was read by title.

E. G. Eberle's report on the drug habit was read in abstract. It contained statistics from hospitals and penal institutions. The report showed that the habit was not confined to any one section of country; 1,000 reports had been made. A model law for the regulation of the sale of narcotics was submitted by Prof. J. H. Beal, through which, it is hoped, to control the sale of cocaine, morphine, opium, chloral hydrate and their preparations not containing more than a minimum proportion of narcotic. The report was considered *seriatim*, and after some minor amendments were made adopted. The section then adjourned until evening.

The American Conference of Teaching Faculties Elected, Prof. H. H. Rusby, New York, chairman; Geo. B. Kauffman, Columbus, vice-chairman, and W. L. Scoville, secretary-treasurer. A committee was appointed and instructed to invite Boards of Pharmacy to form a similar conference, to hold a joint conference at Kansas City next year. Several applications for membership were rejected, and one held in abeyance.

NEW EXPLOSIVES AND COMBUSTIBLES ORDINANCE IN EFFECT.

Regulations Governing the Traffic in Benzin, Etc., by Druggists.

The new regulations governing the use and storage of drugs and chemicals in this city are now law, having been signed by Mayor Low in the form presented to him by the Municipal Explosives Commission. Under the new regulations drug stores are divided into three classes, the amounts of combustible chemicals, etc., that they will be allowed to carry differing in each class—namely, wholesale drug stores in buildings no part of which is occupied as a residence; wholesale drug stores in buildings that are occupied in part as a residence, and retail stores. No drug store, however whether wholesale or retail, is allowed to have on sale or storage any of the following substances: Colored fire in any form, flashlight powder, liquid acetylene, acetylde of copper, fulminate of mercury, fulminating gold and silver, or any other fulminate or fulminating compound, gun cotton, nitroglycerin, except U. S. P. solution, chloride of nitrogen or any arnide or arnine explosive, gunpowder in any form, cymogene or any volatile product of petroleum or coal tar having a boiling point lower than 60 degrees F., chlorate of potash in admixture with organic substances or with phosphorus or sulphur. This last restriction does not apply to the manufacture or storage of tablets of chlorate of potash made, kept and intended for use solely for medicinal purposes.

QUANTITIES RETAILERS MAY KEEP IN STOCK.

Retail pharmacists are allowed to have in stock the following quantities:

Acids:	
Muriatic	1 carboy.
Sulphuric	1 carboy.
Nitric	15 pounds.
Picric	1 ounce.
Chromic	1 pound.
Carbolic	100 pounds.
Volatile combustible liquids:	
Ethers	5 pounds.
Collodion	5 pounds.
Acetone	5 pounds.
Ethyl alcohol	1 barrel.
Methyl alcohol	1 barrel.
Amyl alcohol	1 gallon.
Amyl acetate	1 gallon.
Amyl nitrite	4 ounces.
Turpentine	5 gallons.
Naphthas (gasoline, benzin or heavy naphtha)	5 gallons.
Bisulphide of carbon	1 pound.
Combustible liquids:	
Essential oils, in all	100 pounds.
Salts:	
Nitrite of soda	25 pounds.
Chlorate of potash	50 pounds.
Saltpetre	50 pounds.
Nitrate of silver	1 pound.
Chlorate of soda	25 pounds.
Permanganate of potash	5 pounds.
Combustible solids:	
Phosphorus	1 ounce.
Sulphur	100 pounds.
Naphthalene	3 barrels.
Venice turpentine	1 pound.
Excelsior	1 barrel.
Lamp black	10 pounds.
Charcoal (powdered)	1 barrel.
Oakum	10 pounds.
Lycopodium	5 pounds.

Liquids for cleansing purposes composed of solvents which are products of coal tar or petroleum, and which have a boiling point less than 150 degrees Fahrenheit—e.g., gasoline, benzin, naphtha—shall not be dispensed or sold in retail drug stores, except under the following conditions:

- That they be sold only in bottles and in quantities not exceeding four ounces.
- That the bottles containing such volatile liquids shall not be filled on the premises of retail drug stores.
- That the total amount of such volatile liquid thus kept on hand shall not exceed five gallons.
- That each bottle shall bear a label printed with RED INK in legible characters, reading as follows: DANGEROUS!—BEWARE OF INFLAMMABLE VAPOR. DO NOT OPEN THIS BOTTLE IN ANY ROOM WITH FIRE, GAS OR OPEN LIGHT.

ISSUANCE OF PERMITS AND FEES CHARGED.

The fee charged for a retail drug store permit is \$2. The permits are for one year, and each will cover but one building. Application for a permit must be made to the Fire Commissioner for authorization to keep such kinds and quantities of drugs and chemicals as may be intended to be kept in the premises mentioned in the application. The Commissioner will then make a survey of the premises and use his judgment in issuing a permit.

REQUIREMENTS FOR WHOLESALE DRUG STORES.

Proprietors of wholesale drug stores receiving permits are required to pay a fee of \$10. Such permits also cover but one

building each, and remain in force one year. Wholesale drug stores located in buildings occupied in part as a residence are allowed to carry the following maximum quantities, or less if the Fire Commissioner so decides:

Acids:	
Muriatic	300 pounds.
Sulphuric	450 pounds.
Nitric	50 pounds.
Picric	2 pounds.
Chromic	25 pounds.
Carbolic	500 pounds.
Volatile combustible liquids:	
Ethers	50 pounds.
Collodion	50 pounds.
Acetone	10 gallons.
Ethyl alcohol	2 barrels.
Methyl alcohol	2 barrels.
Amyl nitrite	10 pounds.
Turpentine	2 barrels.
Bisul. of carbon	50 pounds.
Rhigolene	5 pounds.
Benzole	20 pounds.
Toluol	20 pounds.
Amyl alcohol	2 barrels.
Amyl acetate	2 barrels.
Benzin	5 gallons.
Naphtha	5 gallons.
Heavy naphtha	5 gallons, or 15 gallons of any one and no other.
Combustible liquids:	
Nitrobenzole	2 drums.
Coal tar oil	2 barrels.
Aniline oil	2 drums.
Essential oils	500 pounds.
Glycerine	1,000 pounds.
Varnishes, Japans, etc.	5 barrels.
Salts: From 50 to 500 pounds, according to kind.	
Combustible solids:	
Phosphorus	1 pound.
Sulphur	2 barrels.
Pitch	1 barrel.
Rosin	1 barrel.
Tar	1 barrel.
Burgundy pitch	500 pounds.
Metallic potassium	1 pound.
Metallic sodium	1 pound.
Metallic magnesium	5 pounds.
Zinc dust	10 pounds.
Excelsior	5 bales.
Lamp black	2 barrels.
Charcoal	50 pounds.
Lycopodium	200 pounds.
Oakum	10 bales.
Cotton	500 pounds.
Soluble cotton	25 pounds.
Substances reacting with water:	
Carbide of calcium	20 pounds.
Phosphides	1 pound.
Quicklime	1 barrel.
Ammonia	2 cylinders.
Carbonic acid	2 cylinders.
Sulphurous acid	2 cylinders.

No permit will be issued to any wholesale drug house where precautionary regulations, which are prescribed, are not observed. Wholesale drug stores in buildings not occupied at all for dwelling purposes are allowed to carry somewhat larger quantities than those given.

Express Rates Increased.

Express companies have increased their rates to practically all points throughout the United States. The increase amounts to about 5 cents a package on parcels weighing from 2 to 50 pounds. The advance directly concerns jobbing druggists, who ship a good deal by express. The increase on a single package is trivial, but in the aggregate amounts to considerable. The jobbers, however, may find a way to avoid the higher charges. A representative of a large jobbing house said: "The more the express companies increase their rates the less business they will get from the jobbing druggist. The latter will simply bunch his shipments to a certain section, send them in one lot by fast freight, and then have them distributed by some one at the other end. That is being done now, and the practice will become more and more generally adopted, the express service being used only when actually necessary."

James E. Davis, of the Michigan Drug Company, Detroit, is quoted as saying: "The advance is an outrage, unnecessary and uncalled for, but what can we do? The express companies have us on the hip. If our firm should protest, they would promise to take the matter under consideration, and that's the last we would hear about it. During the past two or three weeks we sent over 4,000 packages by express, but on account of the advance in the rates for packages under 50 pounds we shall have to send such packages hereafter by mail, so they will lose that much business. All things being equal, we would rather send by mail than by express, but the companies have a certain advantage in the fact that they give receipts, as small packages are frequently lost and we get no receipts when they are mailed."

WHOLESALE AND MANUFACTURERS.

Arrangements for the Annual Conventions of the N. W. D. A. and A. P. A.

Chairman Charles F. Cutler, of the Entertainment Committee, reports that the National Wholesale Druggists' Association is to return to the old practice of having a banquet. This is to be given in the new ballroom of the Hotel Somerset on the evening of Sept. 10. A special sub-committee has been appointed which has charge of this feature, and it will be in keeping with those recently served at the same place to Prince Henry of Prussia and President Roosevelt. Speakers of national reputation have been invited to respond to various toasts, and acceptances have been received from Assistant United States Treasurer Geo. A. Marden, Lieutenant-Governor Curtis Guild, jr., Hon. S. J. Powers and Rev. Dr. Edw. A. Horton. Hon. P. A. Collins, Mayor of Boston, will deliver the address of welcome, and extend the courtesies and freedom of the city to the members of the two associations at the opening session. Although notices of the meeting from the Committee of Arrangements and Entertainment have been in the mail less than two weeks, the manager of the Hotel Somerset reports that he has already received applications for rooms from over 200 people. Reports from the Committee on Passenger Rates and Routes and from commercial travelers who are in a position to feel the pulse of the trade, indicate that the meeting will be the most largely attended of any in the history of the National and Proprietary associations. Local arrangements are being made to concentrate parties in St. Louis, Chicago and Detroit, from which points special cars will bring members and friends to this city. The South and West, which points usually send very few representatives to the meetings, will be much in evidence.

THE PROPRIETARY ASSOCIATION OF AMERICA.

A call for the twenty-first annual meeting of the Proprietary Association of America has been sent by Secretary Leeming. The official notice reads:

"The twenty-first annual meeting of the Proprietary Association of America will be held at Boston, during the week of September 7 to 12. The Hotel Somerset has been selected for the place of meeting. Unusually good provision has been made for the general session and committee rooms.

"By the letter issued by President Harding on April 1, 1903, you will have been apprised of the decision of the Executive Committee to meet this year in the fall instead of in the spring, and hold our convention coincident with that of the National Wholesale Druggists' Association. You will already have received the notice from the Joint Committee on Arrangements and Entertainment of both associations, and have probably received by this time the notice from the Committee on Rates and Routes. There is no question but that this will be one of the most largely attended conventions the association has ever held, and it is hoped that you will signify your intention of being present to the Committee of Arrangements and Entertainment as soon as possible.

"As per Article VIII of the by-laws, notice is hereby given that at the said annual meeting amendments will be proposed to Article III of the by-laws, providing for both active and associate members and regulating the election, rights and privileges thereof; also that amendments will be proposed to Article IV fixing the annual dues of active and associate members, and providing for the notification of members in arrears."

The New President of the American Drug Trade Bowling Association.

The following biographical notice of A. Bauer, of Bauer & Black, appears in a recent issue of the Western Bowlers' Journal, accompanied by an excellent portrait:

A Bauer, who was honored by election to the presidency of the American Drug Trade Bowling Association, in session in this city two weeks ago, is one of the pioneer devotees of the ten-pin game in Chicago, and has been since its incipency a leading spirit in the Chicago Drug Trade Bowling Club, which was host of the National Association on the occasion of its sixth annual tournament. He began bowling eight years ago and was one of the founders of the Drug Trade Club, which is, perhaps, the most conspicuous example of a high class social bowling organization in existence. Mr. Bauer won the club championship in 1898 and was captain of the team during 1900-01, when the Druggists won the championship of the Business Men's League. He was largely instrumental in the formation of the national organization, and has participated in all of its six annual tournaments, during which time Chicago won the championship three years in succession.

Mr. Bauer is vice-president of the Bauer & Black Company, the great manufacturing house known to the drug trade and the medical profession the world over as producers of surgical plasters and dressings, absorbent cotton, chamols vests, suspensories and other accessories of medical and surgical work. With its main office in Chicago, at 283 Twenty-fifth street, the company has branches at 67 Fulton street, New York, and at London, Hamburg, Buenos Aires and Sydney, Australia, and is the greatest house in its line in the world.

Although a thorough business man and eminently successful in commercial walks, Mr. Bauer has never neglected the social side of life. He is a member of the Drug Trade Club, the Standard Club,

and a president of the Ravisloe Country Club, one of the most flourishing outdoor clubs of Chicago gentlemen, which has an elegant clubhouse and golf grounds at Homewood, Ill. He is also a member of the Chicago Fishing Club, an organization of thirty disciples of Walton, who have acquired a tract of land near Hayward, Wis., and have built there the finest clubhouse in all the Northwest.

P. C. P. MAKES INNOVATION.

Founds a College House.

The Philadelphia College of Pharmacy has recently furnished the Lucas mansion, a fine, large four story, brown stone structure at 1913 Arch street, which it is intended will be used as a home for the students taking the college course. The residence will be known as the College of Pharmacy House, and the object in purchasing it was to secure the protection of students by improving their environment, surrounding them with the comforts of home and strengthening their character by providing means for the closer association of congenial spirits. It has been fitted up with a modern equipment, as an apartment house, and contains on the first floor, parlor, reception and toilet rooms, also a dining room, 18 x 45 feet, two kitchens with a best hotel range. On the second, third and fourth floors there are 26 sleeping rooms. There are nine bath rooms, com-



The Philadelphia College House.

plete, with all the fixtures, having the latest sanitary plumbing, with tiled floors and walls. The house is heated throughout with steam heat, there being a radiator in each room.

The leasing of this house marks an era in college life, and doubtless will lead to the establishment of other houses of the same character. A College Club will undoubtedly be formed, and surely the students who are granted the privilege of membership will be fortunate.

The house is within easy walking distance of the college, in an excellent neighborhood, while two trolley lines running on Arch street, will give, in inclement weather, quick access to and from the college.

A similar, although smaller house, was occupied last year by the students of Jefferson College, on Tenth street above Pine. The Intercollegiate Young Men's Christian Association will have charge of the running of the house. The success which they had in taking charge of the Jefferson College House fully justifies the Philadelphia College of Pharmacy Committee in intrusting to them this part of the work. A nominal board is charged each student, which is less than what he would have to pay for much poorer accommodations elsewhere.

Obituary.

LUDWIG MOND.

Ludwig Mond, Ph.D., F.C.S., the honorary foreign secretary of the Society of Chemical Industry, died in Rome, on Friday, July 31. The deceased was well known to industrial chemists and others in the United States, having visited this country on one or two occasions, the last being in November, 1895, when he was tendered a banquet by the associated technical and manufacturing chemists at Delmonico's. Dr. Mond was born in Cassel, Germany, on March 6, 1839, and was educated at the Polytechnic at Cassel and the Universities of Marburg and Heidelberg. He introduced his process for recovering sulphur from alkali waste into England in 1862, and in 1873 he established what has become the largest alkali works in the world at Winnington, England, forming a partnership with J. T. Brunner, M.P., for the development of the Solvay and the Brunner-Mond process for alkali. He was a valuable contributor to the literature of technical chemistry, and was a member of numerous scientific societies. In 1892 the University of Padua bestowed on him the degree of Ph.D., *honoris causa*, and Heidelberg University conferred the same degree on him in 1896. In 1896 he bestowed an endowment of \$500,000 for the foundation of the Faraday Research Laboratory of the Royal Institution. He was greatly interested in art, and had a fine collection of works of the early Italian school of painters. He was married and had two sons.

CHAS. H. BOSE.

Chas. H. Bose one of the best known druggists in Hudson County, N. J., died of consumption, at Monticello, N. Y., July 25. For several years past he had conducted an extensive pharmacy at 441 Avenue D, Bayonne, N. J., besides being a director in the Bayonne Trust Company. He was also a member of a number of societies, notably Bayonne Council, No. 99, F. and A. M. Court Pride, Ancient Order of Foresters, United Order of American Workmen, New Jersey State Pharmaceutical Association and Bayonne Druggists' Association. The latter attended his funeral in a body, the pall bearers being chosen from among its members.

Died.

BAKER.—In Detroit, Mich., on Saturday, July 25, William F. Baker, in the thirty-seventh year of his age.

BOSE.—In Monticello, N. Y., on Tuesday, July 28, Charles H. Bose, of Bayonne, N. J., in the fortieth year of his age.

GALE.—In Boston, Mass., on Saturday, August 1, Stephen Gale, formerly of Portland, Maine.

REMY.—In New York, on Saturday, August 1, Frank Remy, in the fifty-second year of his age.

WATERTON.—In Jersey City, N. J., on Thursday, July 30, John E. Waterton.

ZWARTS.—In St. Louis, Mo., on Tuesday, July 21, Dr. John H. Zwarts, in the sixtieth year of his age.

Meeting of the Drug Clerks' Circle.

A regular meeting of the Drug Clerks Circle was held on Wednesday evening, August 5, at their rooms, 235 East Broadway, New York. Most of the time of the meeting was taken up with a discussion of the sanitary conditions in drug stores, and methods of improving the health and welfare of drug clerks. The subject of shorter hours of work was also considered. Discussion on these topics was lively and considerable enthusiasm was manifested, the members expressing a wholehearted desire to co-operate with other drug clerks throughout the city, to the end of improving present conditions. A paper was read by Dr. Joseph Kahn on The Chemistry of Nature and the Growth and Development of Chemistry from the Beginning of the Last Century. Dr. Albert H. Brundage, of Brooklyn, president of the New York State Board of Pharmacy, was present and addressed the gathering, choosing as his topic How the Drug Clerk Can Make the Most of His Time and Opportunities. The address was well received, and before the proceedings closed Dr. Brundage was elected an honorary member of the organization. Others who spoke at the meeting were Mr. Beck, Phillip Louis and Louis Epstein.

Competitive examination for the New Jersey Pharmaceutical Association Scholarship in the New Jersey College of Pharmacy will take place at the college, 224 Market street, Newark, on Friday, September 4, at 9 a.m. Credentials showing an apprenticeship of two years, and good, moral character must be presented. For full particulars apply to Geo. H. Horning, chairman of the Executive Committee, Elizabeth, N. J.

GREATER NEW YORK

VACATION NOTES.

Charles H. Fletcher is recuperating at Belmar, N. J.

John Kiehl, of 105 Third avenue, is sojourning in Monticello, N. Y.

J. W. George, of Schieffelin & Co., is taking a rest at Block Island.

Clarence O. Bigelow and family are spending the summer at Allenhurst, N. J.

Richard Hudnut, the well-known perfumer and druggist, is at Narragansett.

F. O. Collins will take his family to Dingman's Ferry, Pa., the latter part of this month.

W. R. Anderson, of Sharp & Dohme's office staff, went to the Catskills on his vacation.

William Greenawalt, of the Greenawalt Drug Company, will spend his vacation in Europe.

S. F. Haddad, the retail druggist, of 89 Broad street, is enjoying a few weeks' rest at Lake Champlain.

John G. Wischerth, of Brooklyn, is about to join his family at Lake George, where he will spend his vacation.

Sidney Faber is taking his vacation piecemeal, taking a spin awheel for a couple of days or so at a time.

J. J. Kane, general pricer at McKesson & Robbins, recently enjoyed a rest, the first he had had in several years.

Dr. Virgil Coblentz and his family spent the month of July in camp in the woods at Allen's Mills, Farmington, Maine.

F. Wichelns, the Greenwich street druggist, makes frequent trips to Mount Kisco where his family is spending the summer.

George E. Schweinfurth, Otto Boeddiker and Chas. H. White recently started for an outing in the Pocono Mountains, Pennsylvania.

Gustave Ramsperger, one of the charter members of the German Apothecaries' Society, is taking a long vacation in Europe.

J. R. Caswell, of Caswell & Massey, is summering at Newport with his family, frequently making business trips to Montreal.

J. B. Sawden, of the Broadway firm of Cameron & Sawdon, with his family visited his old home in London, Ontario, Canada, recently.

William Muir, of Brooklyn, is spending the summer in the Catskills. Frederick P. Tuthill, of Parke, Davis & Co., makes occasional trips to the same place.

George A. Hitchcock, of Kellogg & Co., 1031 Sixth avenue, is enjoying a long vacation with his family at Conoshaugh, Pike County, Pa. C. L. Kellogg, of the same company, is back from an extended recreation in Homer, Portland County, N. Y.

D. Costello, manager of Caswell, Massey & Co.'s store, at 1122 Broadway, went to his home in Indianapolis. S. Wygant, head of the prescription department, and H. Hebblewhite, both of the same store, went to Newport and Pennsylvania respectively.

Col. E. W. Fitch, manager of P. D. & Co.'s New York branch, is in Nova Scotia on a fishing trip; Wm. J. Carr, of the same house is at Asbury Park; W. B. Kaufman, head of the export department, is sojourning at Saratoga Springs, and Syd. Caragan, head of the traveling salesmen, is at Lake Hopatcong with his family.

Among others who are sojourning in Europe are Carl E. Kessler, of 621 Second avenue; Samuel Owen, of the Kress & Owen Company; M. J. Breitenbach, of the M. J. Breitenbach Company; George J. Seabury, of Seabury & Johnson; J. Le Roy Webber, of Bristol, Myers & Co.; Ernest Stauffen, general business manager of Sharp & Dohme; J. J. Riker, of J. L. & D. S. Riker; F. Ehrmann, of Lehn & Fink; President Charles F. Chandler, of the New York College of Pharmacy, and Samuel A. Bowne, of Scott & Bowne.

F. E. Tupper, a former newspaper man well known to the drug trade in this city, is now connected with Fox, Fultz & Co., dealers in druggists' glassware and sundries. "Tup" has been dodging Cupid's darts for some time, but has finally been hit. It happened about two weeks ago and congratulations have been pouring in ever since. The happy couple will make their home in this city.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, August 8, 1903.

BUSINESS generally has been rather quiet in all lines during the interval since our last report, and the market presents little change in its general features, developments of special interest being wholly lacking. Business may be said to be on the hand-to-mouth order, for while small lots of the several lines continue to pass out into consumptive channels, interior merchants seem hesitant about placing orders for stock in advance of current necessities. The market for the principal staple drugs, however, appears firmer in tone, opium and quinine values being well maintained. As foreshadowed in our last report, the agents of German manufacturers of quinine advanced their quotations to a parity with the range for quinine of domestic manufacture shortly after our last issue was put to press; and, higher prices having been obtained for bark at the auction sale in Batavia, on the 29th ult., holders of Java quinine have advanced their limit, and this variety now commands higher prices and is in better demand. It is, of course, too early to expect any fall business, but speculation with regard to the outlook is freely indulged in, and well informed dealers say the indications are favorable to a good fall trade. As might be expected, we have rather fewer price changes than usual to note, and values are generally firm and well maintained, such fluctuations as have come to the surface being the result of natural causes rather than speculation, and few, if any, have any special significance. The following table shows the principal alterations of the fortnight:

HIGHER.	LOWER.
Quinine, foreign,	Citric acid,
Arnica flowers,	Bergamot oil,
Cajeput oil,	Peppermint oil,
Japan wax,	Codliver oil,
Fusel oil,	Buchu leaves,
Amyl acetate,	Damiana leaves,
Senega root.	Gum kino,
	Prickly ash bark,
	Cuttlefish bone,
	Manna,
	Simaruba bark.

DRUGS.

Alcohol, grain, continues in steady but moderate demand and is firmly held at the previous range of \$2.39 to \$2.40, as to quantity. Wood has not varied in any important particular since our last, though prices are irregular, the limited demand being met in instances at 55c and 60c for 95 and 97 per cent. respectively.

Arnica flowers are firmer owing to the receipt of cables reporting the new crop a failure, and spot quotations have been advanced to 9c to 10c, as to quality and seller, some holders even declining to shade 9½c.

Balsams have not changed materially in the interval. The market for all varieties is rather easy. Central American copaiba reflects the influence of competition in a slightly lower range of values, 35c to 36c being quoted as acceptable. Canada fir is scarce and firm at \$3.15 to \$3.60. Peru is in fair demand and sales are reported at 97½c to \$1.05, though it is intimated that these figures might be shaded on a firm offer. Tolu is weak and offers at 25c to 27c, with business being effected in some instances at a shade below this.

Barks.—Cascara sagrada continues in fair demand and values are steady at 11c to 14c. Cotton root continues very firm and nothing offers below 15c. Angostura is easier owing to increased supply and offers at 40c. Prickly ash is in more liberal receipt and quotations have been marked down to 17c to 19c. Soap is slow of sale and the market has an easier tone at 5½c to 6c for whole, and 6½c to 7c for cut. Simaruba is easier under the influence of increased supplies, and quotations have been reduced to 45c to 50c, as to quality and quantity.

Buchu leaves are momentarily neglected and quotations for short are a shade lower, 21½c to 25c being now named as acceptable.

Cacao butter has been in demand and the market is a shade firmer at 27c to 27½c for bulk.

Cantharides are in limited demand at 38c to 40c for Chinese, and 62c to 65c for Russian. The new crop will not be available until late next month.

Chamomile flowers are meeting with fair sale in moderate quantities, German realizing 13c to 23c and Roman 15c to 18c, as to quality and quantity.

Coca leaves, Truxillo, remained quiet but steady at 18c to 20c, the statistical position of the leaf being regarded as favorable to improvement in values.

Cocaine has been in fair demand and steady, but quotations show no change from the previous range of \$4.00 to \$4.25, as to quantity. The position of crude material contributes to a strong feeling on the part of holders.

Codliver oil is seasonably quiet, and prices are less firmly supported in some instances, certain undetermined brands offering down to \$110.00, though up to \$140.00 is named for leading brands. In the annual report of Peter Devold just to hand, the catch for 1903 is referred to as having yielded the smallest codliver oil crop on record. The reason given is the poor quality of the cod fish and the unusual leanness of the livers. In ordinary years it takes from 1,500 to 3,000 cod livers to make one barrel of pure oil, whereas this season it took about 30,000 cod livers to make one barrel of the same oil. The imports of oil into the United States for the first six months of this year amounted to 975 barrels, as against 2,030 barrels for the previous year and 3,230 barrels for 1901. There were in bond in the United States warehouse in New York City on June 30, 155 barrels, the figures for the same date in previous years being: 1902, 502 barrels; 1901, 1,100 barrels; 1900, 10,50 barrels. Oil was exported from New York to Europe to the amount of 550 barrels during the period from February to June of this year at an average price of \$70.00 per bbl., f.o.b. New York.

Colocynth continues in fair consuming demand and steady at 35c to 40c for Trieste, and 27c to 30c for Spanish.

Cuttlefish bone is irregular and unsettled, with values ranging from 15½c to 16c for Trieste, 13c for French, and 55c to 60c for jewelers' large.

Damiana leaves have eased off a trifle, and supplies now offer at 8c to 9c.

Ergot does not vary to any extent, either in price or demand, the quotations for Russian and Spanish remaining at 27c and 27½c respectively.

Fusel oil is held at a higher range, owing to increased cost of manufacture and scarcity of crude, refined being quoted at \$1.15 and \$1.20 for drums and barrels respectively.

Lycopodium is selling in moderate quantities only, but the market is firm, in sympathy with strong advices from primary sources; quoted 52½c. to 55c.

Menthol continues in fair jobbing inquiry and sales are making at the range of \$7.00 to \$7.10, as to quantity.

Manna is easier, in sympathy with corresponding conditions abroad, and the revised spot quotations are 35c to 56c for sorts, 37½c to 38c for small flake, and 50c to 55c for large.

Morphine continues in moderate demand and values are well sustained at manufacturers' quotations, or say \$2.15 to \$2.20 for ounce vials, as to brand and quantity.

Opium is without quotable change, and a continued steady feeling is manifested on the part of the principal holders. The demand, however, does not exceed jobbing proportions,

with \$3.50 the quotation for single cases, while broken lots are held at \$3.52½ to \$3.55. Powdered continues to find a moderate consuming outlet at \$4.05 to \$4.10, as to quality and quantity.

Quinine maintains its firmness, holders of outside brands having advanced quotations to 22½c to 23½c for German and 22c for Java. Manufacturers' agents now quote uniformly both domestic and German at 24c for bulk.

Wax, Japan, has hardened materially in the interval, owing to continued strong advices from producing sources, and the quoted range now is 14½c to 14¾c; Carnauba is in light supply and firmer, with No. 1 quoted 19½c to 23c, and No. 3, 13½c.

CHEMICALS.

Alum continues in fair moderate inquiry, with sales of powdered at 3c, and ground and lump at 1.75c to 1.80c to 1.85c to 1.90c, respectively.

Arsenic, white, has sold freely during the interval at 3c to 3¼c. Red is easy at 6½c to 7c.

Blue vitriol has developed an easier tendency, though prices do not vary from 4½c to 4¾c for car lots, and 4¾c for jobbing lots from second hands.

Chlorate of potash is selling quite freely in a jobbing way at 7½c to 7¾c for both crystals and powdered.

Citric acid has been reduced by the manufacturers to the range of 33c to 33½c for barrels and kegs, respectively; prices on the citric salts are correspondingly lower, being reduced 1c; potash quoted 32c to 33c, soda 33c to 34c and ammonia 38c to 40c, as to quantity.

Cream of tartar remains steady at 24½c to 24¾c for crystals and 25c for powdered, but second hands are selling in a limited way at 24½c.

Glauber salt continues in demand, and steady, with values well maintained at 80c to 85c, as to quantity.

Prussiate of potash, yellow, is developing increased strength owing to scarcity, and nothing now offers below 14¾c.

ESSENTIAL OILS.

Bergamot has dropped a notch in the interval, the current market quotation now being \$2.05 to \$2.20.

Cajuput has developed increased firmness, and prices are generally higher, with 55c to 60c now the range.

Citronella is firmer, owing to scarcity, and the ruling quotations are 21½c to 22c for drums, and 22½c to 23c in cans.

Clove continues in demand, and holders do not offer stock below 60c to 62c for cans, and 62½c to 65c for bottles, as to quantity.

Lemon is attracting some attention, owing to reports of possible crop scarcity, and there has been heavy buying in Messina, but quotations on the spot are nominally unchanged at 65c to 70c.

Orange, sweet, is scarce and higher, with recent sales at \$1.60 to \$1.70, as to brand and quantity.

Pennyroyal is in good, seasonable demand, and the market is well sustained on the basis of previous quotations, or say \$1.15 to \$1.25.

Peppermint has weakened a trifle and we hear of one large sale of Western at \$2.25, but quotations on the spot are nominally unchanged at \$2.50 to \$2.65.

Sassafras, natural, is in limited supply, and holders are firm in their views at 40c to 45c.

Wintergreen, natural, is scarce and in demand, but prices are not quotably higher, \$1.15 to \$1.25 being still named as acceptable.

GUMS.

We have few changes to report in the market for druggists' gums, all varieties being seasonably quiet. Cape aloes continue scarce and holders are firm in their views at the quoted range. Guarana is easier at 75c to 80c. Kino is also easier, and quotations show a further decline to 20c. Refined camphor maintains its firmness and the market is on a steady basis.

ROOTS.

Alkanet is held and selling fairly at the range of 5½c to 6c.

Angelica offers with more freedom and quotations have eased off to 11c to 12c.

Gentian is held very firmly at 4½c to 5c, with numerous sales reported at this range.

Ginseng is held with more firmness, the outside quotation for choice quality having been advanced to \$5.50.

Golden seal does not offer below 54c, and we hear of some sales at 55c.

Ipecac is weak and neglected at the moment, but values are maintained at the range of \$1.30 to \$1.35 for Rio, and \$1.10 to \$1.15 for Carthagena.

Orris is receiving increased attention, and we hear of numerous sales of Florentine at 6c to 8c.

Sarsaparilla, Mexican, is in improved position and nothing now offers below 8½c.

Senega continues to advance in value and at the close sales were making at 68c to 70c for Western.

Serpentaria is firmer in tone, due to limited supplies, and prices are firm at 45c.

Squill, of the new crop, is being received in small lots and offers at 3½c to 4c.

SEEDS.

We have no changes of importance to note in this market and prices are generally unchanged throughout the list.

No Morphine in Piso's Cure.

The Piso Company, Warren, Pa., by their secretary and treasurer, W. A. Talbott, have called our attention to three formulas for Piso's Cure for Consumption published in the Era Formulary on page 107. Morphine is given as one of the ingredients in each formula, which Mr. Talbott says is a mistake, as Piso's Cure does not contain any morphine whatever.

For the past five years the Piso Company have been engaged in a lawsuit with certain counterfeiters of Piso's Cure, and during the trial it became necessary for them to establish their claim that Piso's Cure contained no morphine at all, and they did establish it. They proved, further, that it contains no preparation of opium, nothing which will induce a habit, nor any deleterious substance whatever. The formulas given in the Era Formulary on pages 79 to 117 inclusive, were compiled by us and published in response to insistent demands at that time (1893) from retail druggists. We gave them as we found them in the pharmaceutical papers of the time and in other contemporary publications, and in nearly every case we gave credit to the source of our information.

We also stated in the Formulary, and in the Pharmaceutical Era since the publication of the Formulary, that we specifically disclaimed any responsibility for the correctness of the formulas in question, and we are now pleased to make public the fact that the Piso Company have proved the absence of morphine from Piso's Cure for Consumption.—Pharmaceutical Era, July 16, p. 75.

Cold Weather Profits for the Soda Dispenser.

Although the cold soda season is now just at its height, the farsighted dispenser of soda water, with an eye to continuity of business and future profits—and who has not already, during the previous fall and winter seasons, installed a hot soda dispensing outfit—is now considering the matter of meeting the demands of his trade during the approaching hot soda season. In fact, thousands of dispensers of cold soda, who have not heretofore favorably considered the hot soda proposition, have now become aware that this department of the soda water business is fully as essential and satisfactory as the cold soda business—and can be conducted at far less initial expense—and are now casting about for the most satisfactory lines of apparatus and supplies for such an equipment.

The new 1903-4 hot soda catalogue of the Liquid Carbonic Company is now in press, and will be ready for mailing inside of the next week or ten days. If you do not receive a copy a request from you, addressed to any one of the ten large establishments of the "Liquid," will be met with prompt response, and any special information which you may desire concerning equipment, prices, etc., or special information covering the successful conducting of a hot soda business.

For catalogues or any information write, wire or 'phone any one of the various establishments of the Liquid Carbonic Company at Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, or Dallas, Tex.

Price-Lists and Catalogues Wanted.

The J. C. Simmons Drug Company, wholesale druggists and manufacturing chemists, Graham, N. C., are in the market for spices, barks, herbs, gums, roots, etc., and invite correspondence from dealers and importers. Price-lists and catalogues from dealers in heavy chemicals are also solicited, especially from reliable firms who make it a business of furnishing Southern jobbers.

Hot Soda a Money Maker.

Between pages 42 and 43 of this issue will be found the latest and most attractive advertising insert of the American Soda Fountain Company. The first page is devoted to hot soda apparatus. The time is here when every soda water dispenser should think of his winter trade.

Hot soda is sure to be as popular a drink as cold soda.

If you would make money 12 months of the year, you should serve hot soda as well as cold. This company are about to issue their new hot soda apparatus book, illustrating and describing the most efficient apparatuses for serving down-to-date winter beverages. The book is full of money-making hints, and shows you how to make the soda water business pay the year round. Hot soda is a money maker. Why not serve it? We show two of the attractive hot soda apparatuses manufactured



by the American Soda Fountain Company. Send for their new hot soda books.

The second page of the insert treats of everything required or desired by the soda water dispenser—tumblers, holders, spoons, lemon squeezers, ice shavers, ice cream dishes, ice picks, etc. It also tells what Jo Anderson did, and how he did it. You can make money with a down-to-date American apparatus, American fruit syrups, crushed fruits, Fruit Floss and Cherry Ferri. There is big money in the soda water business if it is only run right. If there is anything you desire or require in your business, write for quotations to the nearest office of the American Soda Fountain Company and receive prompt attention.

The Fresh Fruit Problem Solved.

The San Gabriel Valley Essential Oil Company, of Pasadena, Cal., have doubled their capacity, and are now in a position to fill all orders. They manufacture soluble concrete oleoresins of orange and lemon. Their products, which are of the highest grade, are receiving very flattering and well deserved praise from all sections of the country. The goods are unsurpassed as flavors for orange and lemon phosphates, fruit syrups, being much more convenient and economical than fresh fruit, and saving all the grating and squeezing. Their keeping quality is also excellent. They are being used extensively at soda fountains and as flavors for bon bons, cakes, ice cream and ices, and, in fact, in anything where an Al orange or lemon flavor is desired. The goods are sold by all jobbers; the company have also general distributors, both wholesale and retail in San Francisco, Chicago, Montreal and New York. The local general distributors are Wood & Selick. If any druggist or confectioner has not used these goods it will be to his advantage to give them a trial.

Attractive, and a Ready Seller.

One of the most attractive articles that a dealer can stock is McCormick & Co.'s celebrated Iron Glue. It is a ready seller and pays the dealer an excellent profit. It is packed in three style packages—bottles to retail at 5 and 10 cents, and in con-

venient collapsible tubes that retail at 5 cents. McCormick & Co. announce that they will be glad to furnish a quantity of attractive advertising matter, bearing the retailer's business card, and do everything possible to aid druggists in pushing the goods. When writing for samples or advertising matter address Dept. "D.," McCormick & Co., Baltimore, Md., U. S. A.

Star Safety Razors.

The growing popularity of safety razors is a noticeable feature of the progress of American invention. This is evident from the surprisingly rapid increase in the sale of certain makes of this class of razor, notably that of Kampfe Bros., 8-12 Reade street, New York, whose safety razor, the Star, is described in their trade-mark as "3 Stars," and which is widely advertised and commands a ready sale. It is a razor of great merit, and it is not surprising to learn that after a manufacturing experience covering 25 years the Star Safety has the preference.

The illustrated catalogue issued by Kampfe Bros. is interesting and worth having. It will be mailed to any part of the world, printed in English, French, German, Spanish or Russian, by addressing the firm at 8 to 12 Reade street, New York, U. S. A. Their goods, however, are handled by dealers in high class cutlery everywhere, and special inducements are offered to the drug trade throughout the world to stock and push them. We suggest that readers communicate with this firm and learn particulars of their offer.

Positive Results in Iron Medication.

According to the *Medical Examiner and Practitioner*: "As far as possible results are concerned it is safe to assert that no preparation of iron ever introduced to the medical profession has met the requirements to the extent that the pharmaceutical product, Gude's Pepto-Mangan, has done. Unlike many articles claiming to be 'Just the same,' or 'Just as good,' it has stood the test of years in the hands of the practitioner, and has been submitted to the severest clinical investigations by eminent men in the profession, both in hospital and private practice."

The Uses of Cre-mO.

Cre-mO will convert sweet milk into pure cream with no increase in cost. This wonderful preparation was originated by a renowned German scientist after a detailed and thorough study of the composition of milk and the various changes it underwent, by the action of light, heat, acids, etc. In preparing custard ice cream, heat is necessarily used, which causes a coagulation, or separation of the fat, thus impairing the richness of the milk, which is entirely obviated by the use of Cre-mO.

It is used by all up to date druggists, confectioners and vendors of ice cream. Among its advantages may be mentioned the following: No delay in heating. Does not require the use of eggs or gelatine; gelatine may be used if desired. One powder will convert 1 gallon of milk into pure cream, incomparable in richness and delicacy of flavor. Increases the body of frozen cream by at least 33 1-3 per cent. Lessens the consumption of ice, as by its aid cream can be frozen in one-half the time. Renders the cream perfectly solid and as smooth as velvet to the taste. The article is put up in boxes of 12 powders, 50 cents a box, and is made by the Cre-mO Company, Shreveport, La.

Summer Drinks and a Moral.

"This is the time of year when men experiment with cool, seductive summer drinks," said the clubman, as he gazed wearily into the depths of a long glass of Apollinaris water and groaned in an agony of spirit. "But no more for me. I'm done with the experimental stage. Yesterday morning I met 'Billy' Smith. 'Come have a Smithsonian cooler,' he said. 'It's my own invention, and it's the greatest ever.' Well, we had a couple of Smithsonian coolers, as he called 'em, and I left him. Pretty soon I met 'Tom' Brown. 'Come and have a Brown stout cocktail,' he said. 'You never tasted anything like it in your life.' I pledge you my word I never did, and never hope to again. When I met 'Sam' Green, a little later, and he suggested a drink of his own invention, I was inclined to balk, but in the end he persuaded me, and I dallied with a couple. By that time I was determined to dodge all my friends, but 'Jim' Jones yanked me from the back of a trolley car and dragged me in to try a punch that he had just discovered. After that I didn't care what happened, and every time any one suggested a new drink of his own invention I braced myself, said 'go as far as you like,' and took my medicine like a little man. When I woke up in the Turkish bath this morning I made up my mind that Apollinaris would be good enough for me for the rest of my natural life."

Prepare for Seasonable Needs.

Armour & Co., of Chicago, have forwarded us an advance copy of their new illustrated Hot Drink Supply List for the season of 1903-04, which is very handsomely lithographed in eight colors, and is, in our opinion, about the finest price list of the kind ever issued. All packages of their products for use in serving hot drinks are attractively portrayed, and it will be to the interest of every druggist to write Armour & Co. for one of these lists, which, we understand, will be forwarded upon request. Whether or not you are directly interested in the serving of hot drinks this coming fall and winter, it will benefit you to look over Armour's line.

In addition to the Combination Vigoral Case, Vigoral Urn Case and Vigoral Crystal Case, as well as Vigoral, Beef Extract (solid and fluid), Asparox, Tomato Bouillon, French Bouillon, Chicken Broth, etc., in various sized packages, we notice especially their "Jim Dandy" Vigoral Case—something



entirely new, novel and attractive. In this case is furnished a water heater, holding 66 ounces of water, which we consider would be an ornament to any store, and together with their new creation, the Vigoral "Drinking Girl" hanger, in 12 colors, and a full assortment of attractive signs, would make a display not obtainable from any other source. We have secured from Armour & Co. a cut of this heater, and it is illustrated herewith.

This water heater, with one-half dozen imported china mugs, is given free to any dealer purchasing the "Jim Dandy" Vigoral Case, in which is packed a sufficient quantity of Vigoral, French Bouillon, Asparox and Tomato Bouillon to make 800 to 1,000 drinks.

Armour & Co. are certainly leaders, and we recommend any one who has been serving, or is in any way interested in dispensing hot drinks, to communicate with them immediately and obtain one of the new illustrated lists.

HINTS TO BUYERS.

The Coe Mfg. Company, 50 Warren street, New York, say they manufacture the only tweezers made with ground points. They also have a complete line of nail and cuticle files. Send for their illustrated list of different assortments.

The Giant Chemical Company announces a 300 per cent. profit for the retailer on their specialty, A-Corn Salve. Hereafter this preparation will be put up and sold only in packages of two dozen at 85 cents per dozen. Each package will also contain one dozen A-Corn Salve free.

Carpenter's water proof liquid court plaster is rapidly gaining in popularity. It heals cuts, burns, wounds and all abrasions of the skin. It is an invisible, water proof, pliable, germ destroying plaster, healing quickly. Toilet size 10 cents, physician's size 25 cents. Ask your jobber for it.

One of the best antiseptics for internal and external use is Listerine. It makes and maintains surgically clean all parts of the body, whether by spray, irrigation, atomization or simple local application. Literature and prices will be furnished on application to the Lambert Pharmacal Company, St. Louis.

Pharmacists always profit by getting first-class goods. You will certainly be sure of both profit and quality by ordering Fries Bros.' preparations, such as Rhodinol II, Oil of Winter-

green, Eau de Cologne, Vanillin, Antipyrine, Salol, etc. Write for a list of their drug specialties, addressing the firm at 92 Reade street, New York City.

For druggists using Liquid Carbonic Acid Gas we invite consideration of the advertisement of the American Carbonate Company, 424 East Nineteenth street, New York. The quality of this concern's gas and their prices leave nothing to be desired.

All forms of folding paper boxes are manufactured by Whitney & Co., of Leominster, Mass. They also make a specialty of several boxes in which they have exclusive rights. Any of our readers who are in the market for goods of the kind would do well to correspond with this enterprising and reliable house.

The remarkable sales of Dentacura, the great American dental paste, are the direct results of the two elements of good advertising and undeniable quality. Dentacura is now being sold in all parts of the world, and its sales are steadily increasing. This is an article which our friends in South America would do well to carry in stock.

One of the greatest manufacturers of chemical and laboratory apparatus in America is Thomas Burkhard, 494 Flushing avenue, Brooklyn, N. Y. Readers of the AMERICAN DRUGGIST can obtain interesting literature on the subject by applying to him. As will be seen by referring to his advertisement, he manufactures all kinds of copper goods for laboratory and other uses.

Holloway's Arnica Plasters are prepared from the Arnica Montana, a valuable vegetable remedy used for many years in Europe with remarkable efficiency. It is no quack preparation, but one meeting with the approbation of the medical profession. They have been before the public for more than 40 years, and therefore need no introduction. These plasters are made only by Johnston, Holloway & Co., 531 Commerce street, Philadelphia.

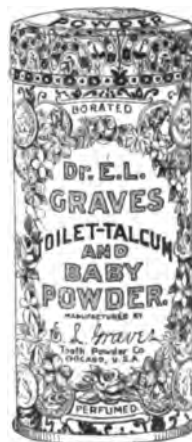
First-class store fixtures at reasonable prices can be had of Seger & Gross, 42 West Sixty-seventh street, New York. This concern manufacture a line of ready-made outfits of original design and good workmanship at popular prices. The more important part of their business, however, is the making of special designs on order, and in this department they have gained for themselves an enviable reputation. Druggists thinking of fitting up a new store, or refitting an old one, should certainly correspond with Seger & Gross before placing the order.

An Attractive Package.

An unusually attractive package of talcum powder has just been placed on the market by the E. L. Graves Tooth Powder Company, Chicago, Ill., manufacturers

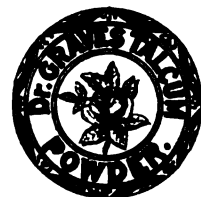
of a well-known dental preparation, which promises to occupy a prominent place in the trade. The powder is prepared for the market in tins of the usual style, holding full 4 ounces, and is intended to retail at the low price of 10 cents. The E. L. Graves Toilet Talcum and Baby Powder is composed of the purest Italian talc as a basis, and is delicately perfumed, so that there is nothing in its composition likely in any way to irritate or to affect the skin other than in a very soothing manner. The proprietors of this powder have every faith in its selling qualities, and their ability to push it is emphasized by the size of the initial order for tins, made by the American Can Company, which calls for half a million, to be delivered within the year.

It is impossible, of course, to do justice through a simple illustration to



a tin so elaborate in design and in which the various floral shades are so nicely blended as is the case with the one in question. We understand the original design was prepared at great expense by one of the best known artists doing this kind of work, and it certainly has been well done.

In addition to the order for regular size tins, a large one has been placed for sample boxes, which will be widely distributed during the campaign of introduction. Druggists would do well to stock this preparation and give it their hearty support.



AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, AUGUST 24, 1903.

CHICAGO.

ISSUED SEMI-MONTHLY BY
AMERICAN DRUGGIST PUBLISHING CO..

69-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries..... 3.00

Subscriptions may begin at any time

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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Coming Meetings.

STATE ASSOCIATIONS.	PLACE.	DATE.
Wisconsin	Waupaca Chain-o'-Lakes	September 1-3.
NATIONAL ASSOCIATIONS.	PLACE.	DATE.
National Wholesalers.....	Boston, Mass.....	September 7.
Proprietary Association.....	Boston, Mass.....	September 7.
N. A. R. D.....	Washington, D. C.....	October 5.

RESTRICTING THE SALE OF NARCOTIC DRUGS.

PROBABLY no more important movement has been set on foot at any recent meeting of the American Pharmaceutical Association than that inaugurated at the St. Louis meeting two years ago looking toward the regulation of the sale of narcotic drugs with especial reference to the prevention of the spread of the drug habit.

The able and convincing report of Henry P. Hynsen, chairman of the committee appointed at that meeting, attracted widespread attention to the growing rapidity of the spread of the drug habit and to the grave need for legislation restricting the sale of narcotic drugs. Since the publication of Mr. Hynsen's report, which was presented at the Philadelphia meeting last year, additional restrictions have been thrown around the sale of cocaine by the Legislatures of the States of Illinois, Tennessee, Georgia, Ohio, and we believe several other States. Carrying out the suggestions of that report a new committee was appointed whose report, presented by Mr. Eberle, of Texas, at the Mackinac meeting, confirms the fears expressed in the earlier report, and informs us that the spread of drug addiction is not confined to any locality or class. In concluding his voluminous report upon this subject, Mr. Eberle says:

It may seem pessimistic, but the facts certainly seem to bear out the assertion that the only remedy for the present widespread increase in the use of narcotic drugs is in the enactment of stringent laws to throw as many difficulties as possible around the obtaining of such drugs for any purpose, the provision of exceedingly severe penalties for the sale of narcotic drugs for any purposes but medicinal and for any advice, practice or teaching that will cause non-users to become *habitués* and *rigid enforcement of every penalty to its full extent*. When one considers the number of ruined lives and homes caused by our loose laws and practices, the price of a little inconvenience or annoyance in the obtaining of some drug for lawful purposes seems a very small one to pay.

Knowing the ruin, mental, moral and physical brought on by drug addiction, every right thinking druggist will gladly welcome restrictive legislation which will tend to prevent the growth of the habitual use of narcotic drugs, even though the laws enacted should at times work some hardship and occasion some annoyance. As pointed out by Prof. J. H. Beal when presenting his draft for a model cocaine law, it is in the very nature of things inevitable that any restrictive law will work an occasional hardship, but this hard-

ship in individual cases must be borne with in order to serve the general welfare.

The model law as proposed by Professor Beal is printed in another column, though, as finally approved by the association, it differed slightly from the original draft which we print. General criticism of this draft is invited by the committee having the matter in charge, and it is hoped that after its final revision, which will take place at the Kansas City meeting next year, the draft will be as nearly free from defects as it is practicable to make it.

It is vastly to the credit of the profession of pharmacy that the pharmacists themselves are the first to advocate the passage of stern restrictive legislation. It is not only right, but it is an eminently sound policy for the druggists to take the lead in this movement, for, by taking the initiative, they can be certain of obtaining legislation so framed as to give to the public the maximum amount of protection, and at the same time give to the pharmacist the minimum degree of annoyance.

THE CONFERENCE OF BOARDS OF PHARMACY.

THE time would seem to be ripe for taking action looking toward some form of reciprocal registration in pharmacy, or at least some form of interstate registration which would make it possible for a man who has once been registered, upon examination, to move into another State without having to undergo this ordeal again.

The president of the American Pharmaceutical Association, in his address at the Mackinac Island meeting, urged the necessity for taking some step looking toward national registration. The president of the Conference of Teaching Faculties in Pharmacy, which met at the same time and place, independently recommended the organization of a conference of boards along somewhat similar lines to those pursued by the Conference of Teaching Faculties. The chairman of the Section on Legislation and Education in his address also referred to the need for some form of co-operation between the various State Boards, and there were no less than five papers submitted at the meeting dealing with some aspect of this question.

Since each of the authors acted independently in this matter, and since they represent almost every section of the United States, it is plain that the subject of national registration, or reciprocity in registration, is one which is occupying a very considerable share of the attention of those pharmacists who give any heed to public affairs. It is certainly high time that some action was taken with a view to bringing about a better understanding between the various boards of pharmacy in the United States, and the establishment of some degree of uniformity in the requirements of the different boards.

One of the most admirable features of the Conference of Teaching Faculties, and one which has, in fact, made such an association feasible, was that in organizing the conference no hard and fast lines were adopted and no

set plans laid out prior to effecting organization. The movement was initiated in a tentative manner, solely with the view of establishing more cordial relations between the various teaching faculties. Whatever good may have grown out of the existence of the Conference—and it seems that much has been and more will probably be accomplished by it—has been the natural outgrowth of an association of men, each striving in his own particular field for the good of pharmaceutical education. It is to be hoped that similar methods in organizing a conference of boards of pharmacy will be followed by like results.

It is, of course, not to be expected that immediate action will be taken looking toward the establishment of reciprocity or of such a volunteer national board as has been proposed, but when once the conference has been organized, and when the members of the several boards have found that they can co-operate with each other to great advantage, as they no doubt will find, it is only reasonable to expect that some practicable means will be found which will enable us to do away with the necessity of re-examination of every pharmacist changing his place of abode from one State to another. We look forward with much interest to the results of the conference to be called at the Kansas City meeting of the American Pharmaceutical Association next fall. It would be a mistake, however, for the pharmaceutical public to expect any rapid or radical change of conditions from the results of this conference. We must be content at first with the fact that the conference is in existence, for the efficacy of the reforms which it may inaugurate will in a large measure be proportionate to the deliberation and care exercised in instituting them, and we believe that the members of the conference will find that this is a case in which it is best to make haste slowly.

AMERICAN METHODS PREFERRED.

WE have so often taken occasion to lecture American manufacturers on the faults in their commercial methods that it is with a feeling of particular gratification that we record the unstinted and unqualified praise of American methods by a firm of druggists in Parral, Mexico, who, in a recent letter to us, say: "We have large dealings with French, German, Mexican and Spanish houses, but the American houses excel all. They are always soliciting, prompt, quick, courteous and exact—they are the only people on earth to do business with."

It so happens that the correspondent whose favorable impressions of American methods quoted above, conducts what he calls an "American" pharmacy, and the presumption is that he is prejudiced in favor of Americans by his nativity. He has, however, undoubtedly singled out the especial excellencies of the American business man—energy, promptness and enterprise in getting new trade. These, we believe, the American merchant possesses to an unusual degree, and if he would only unite with these a willingness to meet with the views of the buyer in numerous small details as to packing, etc., and will also arrange to extend credits such as are made possible by the banking facilities of London, the American merchant can certainly compete with those of Europe in the markets of the world.

TWO IDEAS AND TWO INVENTIONS.

BY C. B. AMBROSE.

IDEA NO. 1.

EVERY druggist experiences at one time or another more or less annoyance from the last bottle of some patent medicine having been sold without the fact being properly recorded on the Want Book. "Well, it's gone, and we shall know what it was when we miss the next sale on it," is a remark I have not infrequently heard. Here is a remedy for this undesirable state of things which I have tried and know to be efficacious. When a particular stock of drug has been sold out, the empty container tells the tale. When the last of a proprietary article is gone let the empty space tell. Arrange your stock systematically, then tip each bottle, and on the space where it rests on the shelf write its name and size, and ever afterward a vacant spot on the patent shelf can have no terrors. This can be done in leisure moments, and the plan will repay the trouble many times over.

IDEA NO. 2.

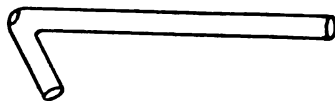
On the wall near the prescription case, say, on the side wall, hang a small box fitted up on the interior with two or three shelves. Use this for a prescription closet where each prescription or bottle after being filled and checked, wrapped and ready for delivery, and having name of owner and price marked on it, may rest in peace till called for, and always be where it can be readily found.

INVENTION NO. 1.

In every drug store the need is felt for a pharmaceutical still, a decoction kettle and an infusion jar. Here are all three in one, and at so low a cost that it seems ridiculous till it is tried. Procure a tin oil can of 1 or 2 gallon capacity, and by means of a spirit lamp unsolder the seam so that the conical top can be used as a lid. This completes the body of the still and also the decoction and infusion apparatus.

To make decoctions, tie the drug in a cloth bag, and having removed the conical top pass ends of string through the large hole at the apex, and then close with a cork. Pour sufficient water in the bottom can, and adjust the bag so that it and its contents shall hang suspended in the water. Apply heat, and *fiat decoctum*.

For infusions, heat the water, then place the drug in the bag, and adjust as for decoctions, cork both holes and allow to stand a sufficient time. By tying the cloth



A Liebig Condenser.

over the spout the liquid can be double strained as it is poured out.

Now for its use as a still, which is its chief value to me, and for which I invented it. You have already made the body of the still, you must now make a condenser. The simplest, cheapest and best that I know for this instrument is the Liebig condenser, which I make as follows:

Take 3 feet of 1/2-inch glass tubing and bend 3 or 4 inches of one end at an acute angle. Take 1 1/2 feet of 1-inch water pipe, fit corks in each end, bore these corks and pass the long arm of the glass tube through the iron tube. Now at lower end, upper side, make a small hole for the entry of a tube to convey cold water. At the upper end place a small outlet tube and the condenser is finished. Pass the short end of the glass tube through a cork in the large hole of the conical top; place substance to be

distilled in body of can, put on top and lute connections if necessary, apply heat, start cold water through condenser, and place a large bottle at the end to catch distillate, and you have a still that will do for distilling water, recovering alcohol, or the preparation of aromatic waters.

For aromatic waters I put the drug in a cloth and adjust by a string, suspending the whole immediately above the water and allowing steam to pass through. The spout should be kept closed with a cork when distilling. After each operation the tin parts should be carefully cleansed and dried to prevent rust. The estimated cost of this invention is 25 cents as follows: One oil can, 15 cents; 3 feet of 1/2-inch glass tubing, 5 cents; 1 1/2 feet of iron tubing, 5 cents.

INVENTION NO. 2.

A cheap and good tablet machine may be made as follows: Select a rifle cartridge of size desired, file off the head, pull bullet, and polish brightly. Procure a steel rod to fit the barrel of the cartridge; if one is not at hand, one can be bought at a machine shop at a cost of about 20 cents, including the concaving of the under surface. Now get a smooth hard piece of metal for a base and the trick is done.

To use: Having divided or weighed out the prescribed powder, place it in the cartridge cylinder resting on its metal base, insert the steel rod or plunger and strike it smartly with a stick of wood, then turn the cartridge and rod upside down, rest rod on table and pull down on cartridge, when tablet will be forced out and fall on the table. If after striking the rod a rotary twist is given to it, the tablet will take on a polish.

In conclusion I would say that I use both still and tablet machine, and do good work with them. I granulate the powder tablets with 10 per cent. of cane sugar and nothing else. The granules must be perfectly dry, and no oil, cacao butter or other lubricant should be used. I never experience any trouble in making a neat tablet in this way.

Codeine Iodide.—Labadie-Lagrave and Rollin (*Répertoire de Pharmacie*, July, 1903) obtained codeine iodide by mixing with the aid of heat two equivalents of hydriodic acid and one equivalent of codeine, thus obtaining codeine biniodide. This occurs in the form of slightly yellowish needles, containing 51 per cent. of codeine. It is soluble in 60 parts of cold water or in 3 parts of hot water, slightly soluble in alcohol, more soluble in hot alcohol. It is decomposed in the cold by sulphuric acid and by nitric acid, and easily soluble in hydrochloric and nitric acids, as well as in ammonia. When it contains free iodine codeine iodide gives a more or less pronounced purple color with chloroform, benzene or carbon disulphide. According to the authors this preparation is useful in the treatment of bronchitis.

Ticutoxine.—Takayama (*Vereinsbuch d. deutsch. Wochschr.*, 1903, p. 184) describes ticutoxin as a yellowish amorphous resin of peculiar odor and bitter taste. It is contained in *Ticuta virosa*, which is famous on account of the legend that it was contained in the poison cup of Socrates. In Japan it is still used for murder and suicide. The poison is a tetanic one, as seen in its action on frogs. If from 25 to 50 per cent. of a mixture of sulphuric acid and alcohol be added to ticutoxin the fluid changes successively to green, blue, violet and red. On adding 33 per cent. sulphuric acid and ether the fluid assumes a bluish color. The addition of acetic acid produces a purple color. The spectroscope reveals absorption bands in red, yellowish green or blue, according to the strength of the solution.

SOME INCOMPATIBILITIES OF THE NEWER REMEDIES.¹

BY EDSSEL A. RUDDIMANN,
Nashville, Tenn.

AGURIN.

A GURIN is readily soluble in water, not very readily in cold alcohol, but more so in hot alcohol. The solution is strongly alkaline to litmus.

Adding hydrochloric acid to an aqueous solution of agurin does not give a precipitate at once. A dilute aqueous solution gives a bluish white, gelatinous precipitate with silver nitrate which is soluble in ammonia water, but not in alcohol; the silver is not reduced on standing for several hours. With copper sulphate it gives a blue precipitate. Tartar emetic with considerable agurin gives a white precipitate. Lead acetate and cadmium chloride give precipitates. With mercuric chloride, magnesium sulphate, barium chloride, or platinum chloride, it does not give a precipitate at once, but does on standing. Ferric chloride with excess of agurin gives a red brown precipitate. Excess of tincture of iodine causes little or no precipitation at once, but if the agurin is in excess the iodine is decolorized and a yellowish, gelatinous mass or thick liquid results which slowly becomes thin again and deposits a white precipitate. Carbon dioxide produces a white precipitate. An aqueous solution of agurin darkens calomel at once. It reduces potassium permanganate to some extent. It is readily precipitated by Mayer's reagent. It precipitates solutions of many alkaloidal salts. Many of these precipitations are due to the alkalinity of the compound and can be prevented by first neutralizing the alkalinity. Rubbed with chloral hydrate, carbolic acid or piperazin, it gives a mass.

ALUMNOL.

Alumnol is readily soluble in water, but sparingly soluble in alcohol. The solution is decidedly acid to litmus. Adding ammonia to an aqueous solution gives a white precipitate which dissolves in excess of ammonia, giving a blue fluorescence. Potassium hydroxide acts like ammonia. Ammonium carbonate or sodium carbonate gives a white precipitate. With ferric chloride alumnol gives a deep blue color. It does not cause precipitates with lead acetate, silver nitrate, mercuric chloride, barium chloride, potassium mercuric iodide, or tincture of iodine. It precipitates albumin, the precipitate being soluble in excess of albumin.

AMMONOL.

Ammonol is a white powder, part of which is soluble in cold water and part insoluble, soluble in hot water, not entirely soluble in alcohol even on boiling. It is alkaline to litmus, and when the bottle is freshly opened it has the odor of ammonia. If it is shaken with water and then filtered, the filtrate precipitate solutions of lead acetate, barium chloride, copper sulphate, silver nitrate, alum, ferric chloride, the precipitates being soluble on adding acids. This filtrate gives the odor of ammonia when heated with potassium or sodium hydroxide. Acids cause an effervescence. It probably contains ammonium carbonate. Most of the precipitations are due to the alkalinity and can be overcome by neutralization. When it is rubbed dry with resorcin, thymol, carbolic acid, or chloral hydrate it gives a mass or liquid. It does not reduce potassium permanganate appreciably.

DIURETIN.

Diuretin is readily soluble in water. It is not readily soluble in cold alcohol, but is more so in boiling alcohol. It is strongly alkaline to litmus. The addition of acids to an aqueous solution causes a precipitation, probably of both theobromine and salicylic acid. Even carbon dioxide will give a precipitate. When a solution of diuretin is added to a solution of copper sulphate a green solution results if the copper is in excess, but a green precipitate if the diuretin is in excess. Silver nitrate gives a white gelatinous precipitate which is soluble in ammonium hydroxide. Calomel is darkened at once by a solution of diuretin. Mercuric chloride slowly gives a white precipitate. Diuretin gives a violet color with a tincture or solution of ferric chloride if the iron is in excess, but a red if the diuretin is in excess; the iron is not precipitated in either case. It precipitates solutions of alum and lead acetate. Ammonium carbonate, sodium phosphate, or borax slowly gives a precipitate with solutions of diuretin, but ammonium hydroxide, potassium hydroxide or Mayer's reagent causes no apparent change. Tincture of iodine is decolorized at first, but added in excess it gives a precipitate. Diuretin precipitates aqueous solutions of alkaloidal salts. When diuretin is triturated dry with chloral hydrate or carbolic acid it gives a soft mass.

¹ Read at the Mackinac meeting of the A. Ph. A.

EUROPHEN.

Europfen is insoluble in water, soluble in alcohol, glycerin and fixed oils. Heat and light tend to liberate iodine, particularly in solution. The solution in oil is of doubtful efficiency, since the iodine slowly liberated combines with the oil. It is not advisable to prescribe it with metallic oxides or salts that have a strong affinity for iodine.

HEROINE.

Heroine is sparingly soluble in water, soluble in alcohol, chloroform, benzene, less readily soluble in ether and still less in amyl alcohol. Mixed with water it gives an alkaline reaction to litmus. It combines with acids to form soluble compounds. It deposits itself very much like an alkaloid.

Heroine hydrochloride is very soluble in water, and is the salt most commonly used. Alkaline hydrates or salts precipitate it from aqueous solution, but the neutral or acid salts do not generally do so. Tincture of iodine or an aqueous solution of iodine with potassium iodide gives a brown precipitate. Potassium mercuric iodide gives a white precipitate. Dilute solutions of heroine hydrochloride with mercuric chloride do not give precipitates, but an excess of concentrated solution of mercuric chloride gives a white precipitate. From not too dilute solutions it is precipitated by chlorides of gold and platinum. Heroine lessens the fluorescence which quinine gives with dilute sulphuric acid. It interferes with the dichromate test for strychnine when it is present in considerable proportion. Heroine hydrochloride and also the free heroine reduce potassium permanganate. Nitric acid gives a faint yellow which changes to green on standing, more quickly if warmed.

ICHTHYOL.

Ichthyol is miscible with water or glycerin, precipitated by strong alcohol, neutral or slightly acid to litmus. It is precipitated by ferric chloride, ferrous sulphate, lead acetate, copper sulphate, alum, zinc sulphate, barium chloride, calcium chloride, magnesium sulphate; probably as sulphoichthyolates of the metals. From dilute solution it is not precipitated by mercuric chloride, tartar emetic, potassium iodide or sodium phosphate. Ammonium chloride, ammonium carbonate, and sodium carbonate give ichthyol sulphonic acid. Silver nitrate slowly gives a precipitate. Ichthyol is decomposed by alkali hydrates or carbonates, liberating ammonia. It precipitates alkaloids from solutions of their salts, forming sticky masses.

PHENOCOLL HYDROCHLORIDE.

Phenocoll hydrochloride is soluble in water. From not too dilute aqueous solution it is slowly precipitated by ammonia, ammonium carbonate and sodium carbonate; the precipitate may come down in flat crystals which refract light, but generally on standing the precipitate becomes brownish and amorphous. Mercuric chloride slowly gives a little white precipitate. Solution of ferric chloride gives a brownish red precipitate, which becomes brownish yellow on standing; the precipitate is soluble in alcohol. Tincture of ferric chloride gives a deep red solution, which gets brownish green in a few minutes, and some bubbles of gas are given off. Silver nitrate does not give a precipitate at once, but is reduced and deposited on the sides of the vessel in a few minutes. Gold chloride gives a dark brown precipitate at once, which gets nearly black. Platinum chloride slowly a green precipitate. Tincture of iodine in excess gives a brown precipitate, which redissolves in excess of phenocoll, and the iodine is decolorized. Piperazine sometimes gives a precipitate, probably due to the alkalinity of the piperazine.

PIPERAZINE.

Piperazine is hygroscopic, soluble in water and alcohol, quite strongly alkaline to litmus. In aqueous solution it gives a brown precipitate with ferric chloride, a green one with ferrous sulphate, a white or nearly white with stannous chloride, mercuric chloride, tartar emetic, gold chloride, barium chloride or potassium mercuric chloride. Silver nitrate and platinum chloride give no precipitates. Tannic acid gives a white precipitate, which dissolves in excess of piperazine, giving a purplish color; adding more acid gives a permanent precipitate, but still more acid dissolves it with but little color other than that which the acid alone gives; if the solutions are dilute precipitation may not result, but there is a change of color. Piperazine precipitates many alkaloids from solutions of their salts. Many of the precipitates mentioned above are due to the alkalinity, and will not occur if the piperazine is first neutralized. Tincture of iodine gives a nearly white precipitate. Potassium permanganate is reduced. It forms a liquid or mass when it is triturated with acetanilid, antipyrine, phenol, chloral hydrate or phenacetin.

PROTARGOL.

Protargol is soluble in water, almost insoluble in alcohol, slightly alkaline to litmus. In aqueous solution it gives precipitates with lead acetate, zinc sulphate, silver nitrate, alum, ferric chloride, mercuric chloride, dilute hydrochloric acid, dilute acetic acid or quinine bisulphate. It does not give a precipitate with Mayer's reagent. It decolorizes potassium permanganate. It gives no precipitate with sodium or ammonium chloride or albumin.

SALOPHEN.

Salophen is nearly insoluble in hot or cold water, somewhat soluble in alcohol or ether, or chloroform. The alcoholic solution gives a violet color with tincture of ferric chloride if the salophen is in excess, but if the iron is in excess a red brown color is produced; if the solution of salophen is previously heated and then mixed with the iron it gives a violet at once. Salophen is said to be decomposed by the alkaline fluids of the intestines. Potassium hydroxide aids its solution in water, probably decomposing it.

THE BENZIN OF THE PHARMACOPOEIA.

By E. H. GANE, Ph.C.,

New York.

COMPLAINTS have been made by chemists that it is difficult, if not impossible, to obtain petroleum ether of a fairly constant boiling point, and an investigation of numerous samples from various sources has shown that not only is the complaint justified, but that it is impossible to procure a product that will distill between any narrow limits of temperature. The reason for this is easy to see when the nature of the product is considered.

The liquid now sold as petroleum ether is generally the fraction of the light petroleum distillate taken from the stills at 60 to 65 or 70 degrees C. Some makers supply a product labeled as boiling at from 50 to 60 degrees C., according to the U. S. P. requirements. The specific gravity of a number of samples which have come under observation has ranged from 0.648 to 0.687.

The hydrocarbons found in American petroleum readily undergo, upon heating, the change known technically as "cracking"—that is to say, they are changed either by dissociation or polymerization into bodies of different boiling point. So marked a feature is this American petroleum that the "cracking" of heavy hydrocarbon oils for the production of lighter fluids is a well known detail in the manufacture of petroleum products. Just what causes the change is not well understood, but it can be readily observed to take place when portions of condensed liquid drop back upon the hot fluid in the retorts.

The U. S. P. describes petroleum ether or benzin as a colorless diffusible liquid, boiling at from 50 to 60 degrees C., and with a specific gravity of from 0.670 to 0.675. The commercial product is variously described as petroleum ether, petroleum spirit, benzin, naphtha, gasoline, ligroine or rhigolene. Originally these terms were applied to fractions of crude petroleum boiling at different temperatures. Thorpe's Dictionary of Applied Chemistry gives the following classification: Rhigolene boiling from 18 to 20 degrees C.; petroleum ether, 70 to 90 degrees C.; gasoline, 70 to 90 degrees C.; naphtha, 80 to 110 degrees C.; ligroine, 80 to 120 degrees C., and zenzin, 120 to 160 degrees C., but these distinctions have gradually been set aside, and to-day each manufacturer adopts his own terminology. It may be noted in passing that a lighter distillate is sometimes supplied upon orders for rhigolene.

An examination of a large number of samples of the petroleum ether of the market gave practically concordant results, dissociation or polymerization upon heating being invariably noted. As all the samples examined gave nearly identical results, and the phenomena are the same in each case, it is unnecessary to do more than illustrate the behavior of petroleum ether on distillation by a typical sample. The sample was taken from a lot obtained from a leading chemical house and was labeled "Petroleum Ether, B. P., 60 to 65 degrees C." Its specific gravity, taken with a Westphal balance, was .671.

One hundred cubic centimeters of this sample was placed in an ordinary side neck flask and distilled rapidly on a sand bath. The liquid commenced to distill at 35 degrees C., and the following table shows the result of the distillation:

Boiling at 35 to 40° C.,	20 Cc.,	20 per cent.
Boiling at 40 to 50° C.,	35 Cc.,	35 per cent.
Boiling at 50 to 60° C.,	20 Cc.,	20 per cent.
Boiling at 60 to 70° C.,	10 Cc.,	10 per cent.
Boiling at 70 to 80° C.,	5 Cc.,	5 per cent.

The residue distilled all the way up to 110 degrees C. A further portion of 500 Cc. was then distilled in the same manner, but the distillation was carried on more slowly by means of a water bath. The result follows:

Boiling at 30 to 50° C.,	60 Cc.,	sp. g. 0.646,	12 per cent.
Boiling at 50 to 60° C.,	105 Cc.,	sp. g. 0.6554,	21 per cent.
Boiling at 60 to 70° C.,	185 Cc.,	sp. g. 0.6885,	37 per cent.
Boiling at 70 to 80° C.,	90 Cc.,	sp. g. 0.6843,	14 per cent.

Distillation was continued on a sand bath, and yielded results as follows:

Boiling at 80 to 90° C.,	10 Cc.,	sp. g. 0.7019,	2 per cent.
Boiling at 90 to 100° C.,	10 Cc.,	sp. g. 0.7122,	2 per cent.

The small residue left in the flask was not recovered.

A third portion of 800 Cc. was then distilled on a sand bath, using a Glynsky fractionating tube in order to obtain more perfect separation and to note the results obtained by slow distillation. The experiment furnishes an interesting comparison of the behavior of petroleum ether under varying conditions. The results are appended:

Boiling at 30 to 40° C.,	22 Cc.,	2.75 per cent.
Boiling at 40 to 50° C.,	32 Cc.,	4.00 per cent.
Boiling at 50 to 60° C.,	140 Cc.,	17.5 per cent.
Boiling at 60 to 70° C.,	75 Cc.,	9.37 per cent.
Boiling at 70 to 80° C.,	50 Cc.,	6.25 per cent.
Boiling at 80 to 90° C.,	25 Cc.,	3.12 per cent.

At this point the distillation became very irregular, and the residual fluid in the flask, while gently boiling, was not carried through the fractionating tube except at intervals when the condensed liquid dropped back into the flask.

The thermometer dropped to various points ranging from 50 to 80 degrees C., and small portions of a very light distillate would come over. By varying the rate of ebullition it was possible to obtain fractions distilling at almost any temperature. The distillation was therefore not carried further.

Finally 100 Cc. of the fraction, from the last portion of 800 Cc., boiling at 50 to 60 degrees C., was taken and again rapidly distilled on a sand bath. It distilled thus:

Boiling at 30 to 40° C.,	15 Cc.,	15 per cent.
Boiling at 40 to 50° C.,	30 Cc.,	30 per cent.
Boiling at 50 to 60° C.,	15 Cc.,	15 per cent.
Boiling at 60 to 70° C.,	10 Cc.,	10 per cent.
Boiling at 70 to 80° C.,	5 Cc.,	5 per cent.

The distillation was then stopped.

Consideration of the above results shows that "cracking" occurs with the lighter petroleum hydrocarbons almost as readily as in the case of the heavier oils, and explains the difficulty of procuring petroleum ether boiling within narrow limits. Correspondence with the manufacturers of this product showed that they were aware of the difficulty, and brought only the statement that if "you are not satisfied with the product furnished, we would rather be excused from supplying it."

Herbert Spencer on Competition.

Ethically, can competition be defended? I have been dipping into Herbert Spencer's "Principles of Ethics" recently, and that philosopher is responsible for the question just asked. Dipping into Mr. Spencer's synthetic philosophy is a seductive but risky proceeding. The arguments seem so clearly put, and both sides are so justly dealt with, that the student thinks he has arrived at a definite opinion. If he seeks to formulate that opinion, however, he soon discovers that he has only been led into the mazes of the unknowable. On this question of the ethics of competition Mr. Spencer is particularly unsatisfactory, when you come to reflect on what he has written. He is a sturdy opponent of the socialism which would substitute collective for individual effort. But he sees, too, the "mercilessness" of the battle of life as it presents itself in this competitive age to the weak and incapable. He illustrates this by reference to the methods of a New York department shop keeper who acquired a colossal fortune. "A common practice of his was suddenly to lower prices for a certain class of goods to an unremunerative rate," to the serious injury, if not the ruin, of weaker competitors. Mr. Spencer describes this and other methods of trade as commercial murder, and often worse than murder in view of the pain inflicted. But is there any moral distinction between killing rivals, or trying to kill them, by one heavy blow or by a series of lighter ones? Is not all competition a form of commercial maiming and wounding, if not murder, and can it be ethically justified? The philosopher leaves me on this subject, in the happy phrase of the prime minister, with only unconvincing convictions.—X-rayser in *Chemist and Druggist*.

¹ Read at the Mackinac meeting of the A. Ph. A.

METHYL ALCOHOL IN PHARMACY.

By H. A. B. DUNNING, Ph.G.,
Baltimore, Md.

THE question whether or not methyl alcohol is more toxic than ethyl alcohol when taken internally has been agitated for the last few years, until at the present time it would seem that a climax has been reached.

There was little or no experimental work undertaken in America to establish the degree of toxicity of methyl, as compared with ethyl alcohol, until the recent experiments performed upon dogs and rabbits by Dr. Reid Hunt, of Johns Hopkins University. This fact accounts largely for the lack of information in English text-books regarding the poisonous properties of this alcohol. Although little work has been undertaken in this country to establish the physiological action of methyl alcohol, considerable has been done in the European countries. The German text-books on toxicology fully discuss the subject.

According to Dr. Hunt's paper on The Toxicity of Methyl Alcohol, Pohl, an eminent pharmacologist, Joffroy, Serveaux and other experienced investigators upon the toxicity of alcohols established the fact that the action of methyl alcohol on the body was decidedly different from that of ethyl alcohol, and other alcohols of that series. This difference was also observed by Dr. Hunt in his experiments conducted at Johns Hopkins University in 1902, and fully described in the paper mentioned.

As established by the foregoing authorities in their experiments on various animals—dogs, rabbits and monkeys—the toxicity of ethyl alcohol seemed somewhat greater than that of methyl alcohol, it requiring a larger amount of methyl alcohol than ethyl alcohol to produce death by acute poisoning. It may be explained that the acute form of poisoning is defined as that produced by giving, in a single dose sufficient of the alcohol to kill; in other words, the lethal dose. If, however, an amount of ethyl alcohol sufficient for a lethal dose be divided into a number of doses, and administered to the animals about ten hours apart, there will be no harmful effects produced.

Dr. Hunt states that if these small doses of ethyl alcohol be continued for two or three weeks no harmful effects whatever will ensue, but that the animals will increase in weight, a 10-pound dog gaining as much as a pound a week. A lethal dose of methyl alcohol, however, in all cases, administered in the same manner, caused harmful effects, with blurring of vision. If the small doses were continued for some time the animal became emaciated, the power of locomotion was lost, the vision blurred, followed sometimes by blindness, and finally death, even though the alcohol had been discontinued.

In Reid Hunt's paper an explanation is offered and proof given for the difference in the action of the two alcohols on the human system. It is universally accepted that ethyl alcohol is oxidized, in the body, to harmless products—carbon dioxide and water—so it may be readily seen that if not sufficient ethyl alcohol is given for a lethal dose there is nothing to fear from its oxidation products.

That the full toxic action of ethyl alcohol takes place more quickly and wears off more rapidly than methyl alcohol may be explained by its toxic influence, depending entirely on itself and not on its decomposition products; that it wears off quickly is probably due to its ready oxidation.

In the case of methyl alcohol, oxidation takes place more slowly, with the formation, not of harmless oxidation products, but harmful. The methyl alcohol is only partially oxidized, probably first into formaldehyde, then quickly to formic acid, which is probably neutralized with the production of formates, which are many times more toxic than methyl alcohol.

Pohl proved by appropriate tests that methyl alcohol is gradually converted into formic acid in the human system, as he established the presence of large amounts of formic acid in the urine, the excretion reaching its height about the fourth day, indicating the slow oxidation of the alcohol.

In regard to the assertion that it is the impurities of the commercial wood alcohol which cause the poisonous effects attributed to methyl alcohol, this is controverted by the fact that in the experiments of Dr. Hunt the chemically pure article acted as energetically as the impure. Again, attention is called to the small amount of impurities existing in wood alcohol, with the exception of acetone, and to the fact that to obtain a poisonous dose of these impurities an amount of the alcohol would have to be taken that would cause death in itself. Up to this time we have only considered the action of the alcohols on animals, but in the experiments cited it was observed that the higher nerve structures were more readily affected in dogs and rabbits by the methyl than the ethyl alcohol, and in the experi-

ments on monkeys this was more fully demonstrated. Man being the creation of the highest nerve power, it would seem that the toxic effect of methyl alcohol would be comparatively greater in man than in animals.

In proof of this theory it may be sufficient to state that in some 20 authentic cases collected the symptoms of methyl alcohol poisoning were essentially the same in man as in animals, with the difference of the more decided action in the higher nerve structures, notably the optic nerve. In most of the cases total blindness was produced before death, but in some cases blindness alone.

Many cases of death are known to have been caused by drinking ethyl alcohol in the form of liquors, but in all cases it resulted from either an excessive draught taken at one time, or large successive draughts; yet many thousand cases are known of men who drink in small quantities continually, and for years, with apparently no harmful effects.

Cases are reported of the drinking of methyl alcohol in large doses and death being produced; also of a number of cases of blindness and also death by the taking of methyl alcohol for several days or weeks in small doses, such as would have had no bad effect if ethyl alcohol had been used.

This latter data has been obtained from persons who have used (as a beverage or for intoxicating purposes) the essences of Jamaica ginger, peppermint, etc., containing this alcohol.

In connection with the above it might also be cited that there are on record cases where blindness and even death resulted from exposure to the vapor of wood alcohol, one being that of two varnish mixers who were made blind by using wood alcohol in mixing paints. There is no doubt that some persons, usually robust, healthy men, may take wood alcohol for a time with more or less impunity, just as some men can stand a dose of opium that means death to another.

The facts above mentioned, not based on conjecture but the careful experiments of careful and able men, indicate that there is no escape from injury by the protracted use of methyl alcohol in any form.

Then, for the extraction of drugs or other pharmaceutical processes, when the alcohol is finally eliminated, its use would seem permissible, though even this use might prove dangerous (unless proper precautions are taken), as in the case of the two varnish mixers.

Even if it be thought that there is not sufficient evidence to prove the greater toxic properties of methyl (due to its oxidation product) over ethyl alcohol, does it not seem a natural and proper precaution to have the doubts cleared away by further and exhaustive investigation before considering such an important procedure as admitting it into the Pharmacopœia, or even sanctioning its use for any medicinal purpose?

The danger of sanctioning the use of such a substance, even in preparation for external use, may readily be seen.

There may be no direct danger from its external application, but there is danger in permitting what is looked upon as a harmless substance to go into the hands of the public, containing some substance which, to say the least, is probably harmful.

In the opinion of the author of this paper there seems no excuse for the use of methyl alcohol at the present time in any pharmaceutical preparations for internal administration.

If any pharmacist or manufacturer decides to take the responsibility and make use of this alcohol in any external preparation, he should put it on the market labeled poison.

It is gratifying to state that the information supplied by the pharmaceutical text-books and journals was deemed sufficient in a recent court of justice to warn druggists and manufacturers of the harmfulness of methyl or wood alcohol, the medical text-books and periodicals being decidedly remiss on this subject.

Characteristics of Osmium.

Osmium is one of the rare elements, and during the last few years it has come into prominence owing to its use in the manufacture of filaments for the Nernst incandescent lamp. The name Osmium—Greek, osme, odor—was given to the element because of the disagreeable characteristic odor of its volatile peroxide, which somewhat resembles chlorine. It was discovered in 1803 by Tennant. Metallic osmium is bluish-white in color, hard, brittle, almost infusible, and the heaviest substance known. When finely divided it is readily oxidized by air, or by the action of nitric acid. In nature, it is found intimately associated with platinum and the platinum group of metals, especially as an alloy of iridium, forming the mineral iridosmine; it is alloyed also with platinum. It has been found in the forms of grains and scales in the sand and alluvial deposits and serpentine rocks in various localities; chiefly in Borneo, New South Wales and California, and more recently in Oregon, British Columbia, Alaska and the Yukon.

A LOYAL BUT NEGLECTED SERVANT.¹

BY RALPH B. GABB,
New York City.

THE store window is the right hand of fellowship extended to the passerby. It is the smile of welcome to him who would enter. This, let me say, is not putting a sordid construction on the office of the window. It is simply a recognition of the fact that the fabric of present day pharmacy is not unlike those of which our garments are made: it has two faces.

It is not my purpose here to delineate window displays or to propose a series of plans for filling windows with novel and attractive arrangements of goods. My sole object is to bring conviction to you that in the window placard you have a loyal but neglected servant. The placard is the one medium through which the average pharmacist can tell store news from day to day, from week to week. Except in a relatively small number of cases he cannot use the newspapers, and the folder or booklet is issued so seldom that the advertiser finds it rather difficult to infuse the all important element of timeliness into his bit of printed matter.

COMMENDATION FOR THE PLACARD.

I want to commend the man who uses placards relative to his various simple home remedies and the toilet helps that he prepares. At the same time I am constrained to protest against the skeleton type of placards so often seen. What I mean by "skeleton" is a mere name printed or painted on a card. Let us have flesh and blood in placards; let us have evidences of life. I suppose my idea can be most strongly emphasized by asking you to imagine that you see a card bearing these words in a window: "Choice perfumes." A little farther on your eyes catch this message: "Climax Violet Extract. Dainty and sweet as the flowers with dew still in them." Or, perhaps, the words before you are: "Climax Rose Extract. A wealth of summer sweetness in every drop." Which card, may I ask, would make the best impression on you?

Advertising is, broadly speaking, notification, information, suggestion, and your placards should comply with this definition. If they do and you use them regularly and systematically, they will do effective service.

SUCCESSFUL WINDOW DISPLAY ADVERTISING.

In conjunction with the prediction contained in this last clause, I want to mention a few examples of successful window advertising. A druggist located in one of our large Western cities became interested a few years ago. He tried them, and before long had tangible evidences of results. The volume of his business increased, and he created a sale for a number of special preparations. Nine years ago he was doing a fairly profitable business, but to-day it is twice as large as it was in 1894. In order to prevent any misconception as to the character of his business, let me say that this pharmacist has a thoroughly equipped laboratory; that he makes a large line of pharmaceutical preparations, and is prepared to make analytical and microscopical examinations for physicians. His prescriptions during 1902 numbered 12,000. He advertises in various ways to the medical profession, but the public he reaches chiefly through placards.

A few years ago a firm opened a pharmacy in the downtown district of New York. The bulk of the advertising thus far done has been by window cards. The window in question is a very large one, and a great variety of goods are usually shown at one time. Sometimes there are as many as 30 placards used at one time. And they are read. One can go to the store at any time from 7 a.m. to 7 p.m. and find an interested group in front of the window. The business is steadily growing.

Numerous instances might be cited in support of my belief that window cards comprise good advertising for the retail druggist. But such illustrations would not necessarily prove helpful to the man who might be casting about for new methods of advertising. So I will pass on to other considerations.

"Taking points," or what to say, may puzzle some pharmacists. In fact, the writing of bright, snappy placards may seem so difficult that many will hesitate to try. Let me repeat here, therefore, some remarks that I made on another occasion in reference to the value of persistence.

Dexterity in any art or in any phase of business can only be accomplished by careful, painstaking work. Watch an experienced pharmacist, as he wraps a package for a customer. He makes the folds of the paper and the end flaps of the package quickly and neatly. He deftly adjusts the string, ties it, and the package is finished. There are no creases in it show-

ing repeated efforts; there are no unsightly wrinkles, no broken corners. That package is at once the envy and despair of the apprentice. He knows nothing, however, of the failures, perhaps the humiliation, of past years in doing just such work. He knows nothing of laborious practice at odd moments in the early days of that pharmacist's career.

What we have just said regarding the junior clerk and wrapping packages may apply to the druggist who thinks he bungles fearfully when he tries to write an advertisement, and who wishes he could express himself as clearly and aptly as one of his competitors does. That druggist forgets the saying so often quoted that "Ease is the lovely result of forgotten toil." He forgets how he perspired when he first began to make pills, and how he worried about faulty packing of percolators. Time has removed the sting of failure. He has forgotten that sometimes he had to make a half score of efforts before the results were even passable. So we would remind our readers that the writing of good advertisements means careful work; it means revision and change; it means frequent failure. But patience and persistence will bring capability in advertising just as it will in any duty which comes to hand.

SUBJECTS FOR PLACARDS.

We now come to a few suggestions about subjects for placards. One of the primal elements of value in placards is that they can be made suggestive of immediate needs. In a cold snap in winter you can refer to hot water bottles, lotions and creams for chapped hands and to a preparation for coughs, if you make one. If your store is equipped with an apparatus for hot soda, a drop in the temperature in the cold months may be a favorable time to display cards about hot drinks, and reminders about atomizers may not be out of order at the same time. Moth preventives have their season, and the same may be said of sponges, chamols, disinfectants and other house cleaning helps. Spices are most largely in demand in summer and fall, and paraffin, for sealing jelly, would find a ready sale at the same time. Flavoring extracts are used all the year 'round, but most largely at holiday times. Seasoning herbs are likely to be called for around the time of the winter holidays. Egg dyes have their special season, and soda water is the beverage of millions all through the warm months. Then there are some topics that should be regarded as perennially appropriate. Prescription work is one of them; others are the following: Hair brushes and hair lotions; tooth brushes, washes, powders and paste, toilet waters, perfumes, cigars, cameras, photographic chemicals.

Some of the articles or classes of goods here mentioned may seem trifling. My only excuse for offering them is that they go to make up the stock of many thousands of pharmacists. If you exclude all the trifling things from your window advertising, you will take away certain possibilities in telling store news. Your cards will soon become monotonous, stale and unprofitable.

The next point to be considered is the style of conveying your message. I know full well that many druggists decline to consider placards because of the expense involved. It is a source of satisfaction, therefore, to bring before you a plan whereby expense is reduced to the minimum. You can be as economical or as luxurious as you like in carrying it out.

A CARD SCHEME.

Go to a sign letterer or a picture frame maker and have him make for you from six to ten mats of heavy cardboard. These mats are to serve as frames for your placards. The mats should carry all the decorative or eye catching features, and should be cut to inclose cards of various dimensions. The sides of the elongated parallelogram comprising the mat should be from 1½ to 3 inches wide. Your mats should be of various dark tints—grays, browns, blues and greens. This series of mats is, in a sense, the groundwork of your placard work, for each mat in its turn may play many parts. For a national holiday, fasten a tiny silk flag in one corner of a mat, and ranging down the other side place a "cut out" in colors of the benign figure that stands for our country—Uncle Sam. At Christmas time let several of your mats carry sprigs of holly. For a tooth wash mat get a smiling face. For a liniment use a picture of a football player. For soda water beverages have a sign painter make you several pictures of glasses of soda water. See that the froth is made particularly heavy, and in it cut a small slit, into which you can insert a straw. Pictures of berries and fruit will also serve you well in arranging mats for soda water. A picture of a lily, a shield, a knight in armor, or a policeman will help you in getting up a card for a disinfectant. Gibson girls will do valiant service in cards about talcum powder, perfumes or

¹ Read at the Mackinac meeting of the A. Ph. A.

toilet waters. A small ear of corn affixed to the corner of a card may help to have your message about corn cure read. Pictures of feet of various kinds and sizes may also answer the same purpose. A few bars of music printing on the side of a mat may be used as an accompaniment to your mention of the liquid music that you have in the shape of a favorite perfume. These suggestions are sufficient, I think, to show that the possibilities of decorative features are practically unlimited. Discarded lithographs, popular periodicals which print half-tones on heavy paper or used colored plates, old illustrated catalogues of various kinds will be of great help in affording ideas as well as material for making placard frames attractive. Pictures are a universal language. They tell some stories without a word of explanation. The cards on which the wording appears should be ordinary white, light weight bristol board. Use only black ink in lettering your cards, and no fancy or involved forms of letters. Avoid long, bewildering curves and scroll work. Go to your local printer and have him give you samples of printing in French old style or Elzevir type. Better still, have him print several selected paragraphs for you in which all the letters of the alphabet occur. Then you can have models of letters before you at any time.

Once more I want to sound a note of warning about the way you word window cards. Try to make them bright, crisp, persuasive, timely, suggestive. I'm going to read the words of a few placards that I know have been used with good results.

EXAMPLES OF SUCCESSFUL CARDS.

It's easy to train a child to watch the teeth.
Buy our tooth-wash.

Thin hair makes you look old. Why not try
Lavender Lotion?

Smoke "Di Bazan" if you're tired of heavy
cigars.

Good vanilla extract is rare. You can get it
here.

The missing link to comfort—our corn cure.
A ticket to Comfort costs 5 cents. At the soda
fountain.

There's a man inside waiting to quench that
thirst.

Fortunate is the child taught to use our tooth-
wash.

Every lover of dainty odors will like our Vio-
let Water.

Choose blindfolded from our stock of tooth
brushes and you'll be safe.

We have every kind of a hair brush but a poor
one.

It's easier to put on a chamois vest than to put
off a cold.

Chemical helps for amateur photographers.
We ought to be selling more hot-water bottles
this kind of weather.

Silver toilet needfuls. None so high as to be
extravagant; none so cheap as to shut out good-
ness.

Keeping faith with our public has built up our
business.

These various wordings are presented not as models of elegance, but all, I think, have the merit of not being perfunctory or conventional, and they serve to emphasize my injunction against the skeleton form of placards.

Ricinus Siccol—Dried Castor Oil.—According to the *Pharmaceutische Post* castor oil in powder form may be obtained by emulsifying castor oil with skimmed milk, evaporating the mixture to dryness, and then powdering.

Ichthyolidin.—Dorn (*Therapeutische Monatschrift*, 1903, p. 317) describes ichthyolidin, a new uric acid solvent, used in gout and uric acid diathesis. It is a combination of piperazin and ichthylsulphonic acid which is sold by the Ichthylgesellschaft in sugar coated tablets. Ichthyolidin contains 7 per cent of ichthyol, and occurs as a blackish-brown amorphous powder with a slightly bitter and disagreeable taste. It is almost insoluble in water and in the other usual solvents, but is decomposed by heat with the formation of combustible gases, water, ammonium compounds, nitrogenous bases, etc. If heated still further, this substance evaporates without leaving any appreciable residue. The author recommends the preparation in the treatment of gout and allied conditions. Three or four grammes are given daily with marked success.

The French Law in Regard to the Sale of Drugs and the Practice of Pharmacy.

(Special Correspondence.)

Paris, August 5.—The law governing this subject is the law of the 21 Germinal, An XI. (April 11, 1803), which was remodeled by the law of April 19, 1898, "sur l'exercice de la pharmacie ayant pour objet l'unification du diplôme de pharmacien."

Under the law of the 21 Germinal, An XI., and various subsequent decrees, six "écoles supérieures de pharmacie" were founded at Paris, Montpellier, Nancy, Bordeaux, Lyon and Lille; also two schools relating to the joint practice of medicine and pharmacy were instituted at Marseilles and at Nantes. There are also in a certain number of towns preparatory schools for the exercise of medicine and pharmacy organized by a decree of August 1, 1883.

The law of April 19, 1898, did away with the "pharmaciens de deuxième classe" which existed previously.

There exists now in France only "Pharmaciens de Première Classe."

Pharmacists have the right to exercise their profession throughout the whole territory of the Republic. By the terms of the decree of July 26, 1885, six years' study is necessary in order to obtain a diploma "Pharmacien de 1^{re} Classe"—that is to say, three years apprenticeship in a dispensary and three years academic study. There exists also a superior diploma of "Pharmacien de 1^{re} Classe" which necessitates, in addition to the studies above mentioned, the presentation and discussion of a thesis.

FOREIGN DRUGGISTS.

Art. 2 of the law of April 19, 1898, reads as follows: "Druggists admitted to practice abroad whatever be their nationality cannot exercise the profession of pharmacy in France except after having obtained the diploma of pharmacist delivered by the French Government after having passed the examinations in an establishment of the higher teaching of pharmacy of the State."

"A foreigner, although he possesses a diploma of French pharmacist, cannot practice pharmacy in France unless by way of reciprocity, a Frenchman who holds the diploma of pharmacist in the country to which that foreigner belongs, can exercise the said profession in that country."

According to Art. 3 of the same law, foreign students are bound to the same rules as French students in regard to the period of studies and examinations.

There is nothing in the Statutes of the State of New York relating specifically to foreigners, but Section 185 of the Public Health Law of the Revised Statutes of the State of New York prescribes that no person is entitled to a license as a pharmacist, or an assistant, if a non-resident, unless he furnishes proof to the Board that he intends to practice in the city, county or district, where he then happens to be.

There seems to be no doubt under this provision that foreigners who intend to reside in the State can apply for examination and license.

In Great Britain the matter is governed by the Pharmacy Act of 1868 (31 and 32 Victoria, Chapter 121). Under Section 6 of this Act, although there is no specific reference to foreigners, it is provided that all persons who have been examined by competent examiners and have obtained from them the requisite certificates shall be entitled to be registered under the Act.

It would appear from the above that in Great Britain and in New York at all events, if not in the other States of the Union, that the reciprocity alluded to in the French law of 1898 exists, and that English and American students—at all events those from New York—can qualify as pharmacists in France after passing through the necessary stage of apprenticeship and the necessary examinations.

The exercise of this profession requires the delivery of a "patent" or a trade license, which can, of course, only be delivered to a person who possesses the requisite qualifications.

According to Art. 28 of the law of 21st Germinal, An XI., the prefects are required to have printed and posted every year a list of the pharmacists practising in each town of the Department, and before entering upon practice a pharmacist must present his diploma to the Prefect and make oath before the Prefect "to exercise his art with accuracy and probity" ("d'exercer son art avec exactitude et probité"). This practice, it appears, has now fallen into desuetude.

The same law of the 21st Germinal, An XI., subjects all pharmaceutical establishments to periodical visits, at Paris, by two doctors and professors of the School of Medicine, accompanied by a member of the School of Pharmacy and Commissary of Police, and in other towns by the members of the Committee of Hygiene and Public Health. These visits must be made at least once a year.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

The Pharmacology of Valerian.—M. P. Carles (*Répertoire de Pharmacie*, July, 1903) contributes an interesting chapter to our knowledge of valerian. He suggests two new preparations of valerian which he believes combine the medicinal principles of the root in most complete fashion. These principles are the volatile oil, the valerianic acid, the resin, the camphor, the glucoside and the ethers contained in the root. According to Dujardin-Beaumetz the root contains from 0.5 to 2 per cent. of volatile oil. It is believed in England that the plant contains more volatile oil when it is prevented from blooming. The volatile oil is soluble in water, together with the extractives of the root, but only if the latter are in concentrated solution. Valerianic acid is the principal active constituent of the root, but is met with in all parts of the plant. It is obtained by distillation. The resin of valerian has not heretofore attracted the attention of pharmacologists, but Carles has isolated it by preparing an alcoholic extract of valerian and treating this with cold water, thus precipitating the resin, the camphor and the propionic acid. This precipitate is dissolved the more readily the richer the solvent is in extractives, sugar, alcohol and ethers. The camphor of valerian is a camphol, borneol, or alcohol, not a camphor properly speaking. It is combined in the root in the form of an ether, not only with the resin, but also with acetic, propionic and other acids. It is prepared by dissolving in alcohol the resin isolated from valerian with ammonia water and by treating it afterward with sulphuric acid. In addition to its odor it possesses several of the characteristics of ordinary camphor. Carles thinks that the camphor of valerian plays an important rôle in its medicinal action. Gubler said that the association of ammonia with the principal constituents of valerian multiplies its action, so to speak, ten times.

Knowing the active principles of valerian it is easy to deduce the pharmaceutical operations necessary to prepare medicinal agents that include substances. The root must first of all be freed from any earth that it may contain, and this reaches the proportion of 9 per cent. as a rule. The radicles, which constitute about 3 per cent. of the commercial valerian root, should also be removed, as they are very poor in extract. The best roots are the fully grown, which are richest in extract.

As regards the preparations actually in use the powdered valerian should be rejected and never be employed in medicine, unless it be prepared from roots that have been deprived of earth and of radicles. The valerian water obtained by distillation from bruised roots does not keep well. Fifty grammes of tartaric acid added to each kilogramme of root used in it preserves this water. On account of the presence of valerianic acid this water often dissolves the copper of the retorts, etc.

The decoction ("tisane") which is to be preferred is that made by soaking the roots for ten hours. It combines a large proportion of the active ingredients and soluble proteids. The infusion of the Codex is not so rich in proteids, but contains much resin and pectates. The decoction is about the same as the infusion, but contains more starch. The volatile oil and valerianic acid, however, almost completely disappear from this preparation.

The Codex prescribes a syrup with distilled water and the hydroalcoholic extract of valerian. A much better formula is that which employs 960 parts of syrup to

40 parts of the fluid extract of valerian prepared as indicated below. The alcoholic tincture of the Codex is now made by maceration, formerly by lixiviation. The former method is the better of the two, but the root is not completely exhausted by this means, as the residue contains two-thirds of the resin, camphor and propionic acid.

It has been stated by Soubeiran that the ethereal tincture of valerian contains the entire amount of the active principles in the root. This is not exactly true, for this preparation does not contain anything like the total amount of volatile acids in the root; it contains very little valerianic and somewhat more propionic acid. As regards the fluid extract of valerian the author made comparative tests of the various methods employed in preparing this extract. He found that the extract made by infusion or by maceration in water contains only valerianic acid, while that made with water and alcohol as a menstruum contains equal parts of propionic and acetic acids. The reason why this extract has a stronger odor is that it contains more resin, camphor and their combinations.

The requirements for a scientific preparation of valerian may be deduced from what has been said before. The root must be deprived of earth and of radicles and should be two years old. The menstruum should contain enough water to dissolve the active principles of the root and enough alcohol to preserve these constituents. A mixture of water and alcohol at 18 per cent. fulfils these requirements; in other words, the alcoholic proportion of the stronger Spanish wines. The process of manufacture should go on at a low temperature by successive macerations, in order to avoid the influence of heat upon the volatile elements. Percolation has the disadvantage of dissolving disproportionate parts of some constituents which sooner or later precipitate.

The author suggests two preparations of fluid extracts of valerian containing their weight of the active drug. The first of these he styles "liquid valerian," which is a fluid extract of the color of Malaga wine, with a fresh odor of valerian, acid in reaction, miscible in all proportions with water, with weak alcohol and with syrup. The second of these is called pan-valerian and is prepared in the same manner by maceration with the menstruum named above, with the addition of 5 per cent. of the liquid ammonia of the Codex. Both contain the active principles of valerian in their utmost completeness, are stable and represent the plant itself in its entirety.

The Use of Distilled Water in Pharmacy.—Astruc and Robert (*Répertoire de Pharmacie*, July, 1903) call attention to the fact that distilled water is indispensable in many official preparations, although many pharmacists ridicule this idea and use plain water instead, except for solutions of silver nitrate, etc. The authors cite a number of instances in practice in which the use of ordinary water leads to unsightly or chemically imperfect preparations. The preparations which require distilled water especially include, for example, the galenicals obtained by evaporating to dryness certain solutions or extracts, because the use of plain water containing various salts, carbonates, etc., affects the solubility, the purity and efficiency of the product. Certain official solutions, such as that of strontium salts, require the use of distilled water to avoid the precipitation of strontium carbonate or sulphate. The same may be said of the salts of silver,

mercury, zinc, barium, etc. Galenicals containing alkali carbonates or bicarbonates must also be prepared with distilled water in order to avoid the precipitation of some of their constituents. Fowler's solution, for instance, should never be made with plain water, as it immediately produces a precipitate of calcium carbonate, which increases with boiling. Arsenical solutions in general should always be prepared with distilled water to avoid this precipitate of calcium carbonate in boiling. The preparation of collyria, and especially of hypodermatic injections, it goes without saying, requires distilled water on account of the possibility of precipitates. Dilutions of alcohol must always be done in practical pharmacy with distilled water, as plain water becomes perceptibly cloudy on mixing with alcohol. Syrup of codeine is often found in pharmacies to be cloudy, and this is because there is a whitish precipitate that gradually sinks to the bottom. This is avoided by the use of distilled water in the preparation of the simple syrup that forms its base and then dissolving the codeine in alcohol and distilled water. The saving of a few cubic centimeters of distilled water may result therefore in unsightly and inaccurate preparations.

Studies on the Standard Dropper.—Yvon in a communication read before the Société de Pharmacie of Paris, February, 1903 (quoted in *Répertoire de Pharmacie*, July, 1903), discusses the various inaccuracies of the so-called standard dropper. This was adopted at the International Conference of 1902, at Brussels, and corresponds to the standard dropper of the French Codex of 1884. The constants of this dropper are a tube of glass ending in a capillary projection, the exterior diameter of which measures 3 millimeters and which gives drops weighing 5 centigrammes. The instrument is considered correct when at a temperature of 15 degrees C., twenty drops of distilled water falling of their own weight weigh 1 gramme, or within 2 centigrammes of this weight. Eschbaum has criticised this instrument on account of the numerous sources of error which may arise in its working, but, as Bühler correctly remarked, these sources of error would be the same for any size of dropper adopted as standard. Guthrie in 1864 formulated fifteen laws which govern the size of drops flowing through a capillary tube. In addition to these physical laws, the purity of the air, for example, has something to do with the size of the drops. Since then numerous studies have been made of this subject, and the variations in the size of drops have been found to depend upon a large number of factors. Yvon constructed a dropper which allows the study of the variations in the size of the drops. This dropper consists of a reservoir for the liquid to be tested, connected with a vertical glass tip by means of a horizontal rubber tube. The diameter of the tip is three millimeters outside and one-half a millimeter inside. The height of the reservoir may be varied at will, thanks to the rubber tube. Numerous experiments with this apparatus showed that: (1) The rapidity of the flow depends upon the pressure or height of the reservoir, diminishing with the diminution of this pressure. (2) The weight of the drops diminishes with the diminution of the pressure. (3) The weight of the drops diminishes with the diminution of the exterior diameter of the outlet and increases with the decrease of the interior diameter of that orifice. The last is only true when the diameter of the orifice is very small (from 0.2 to 0.4 millimeter.). The author concludes that a dropper could be constructed which gives drops of 5 centigrammes by using a capillary tube with an interior diameter of from 0.59 to 0.60 millimeters, and an exterior diameter at the outflow of from 3.0 to 3.15 millimeters, and by adopting as the height of the drop 5 to 7 centimeters. The

weight of this drop is very nearly 5 centigrammes, twenty drops weighing 1.005 gramme. When the dropper has been properly adjusted for a certain weight of drops, the height of the fall of the drops must be maintained by means of a Mariotte's tube. In this manner a standard drop may be obtained. It is not necessary to use a Mariotte's tube, however, if the amount to be dropped does not exceed 1 or 2 cubic centimeters, in which the variation due to height is very slight, and also if the reservoir of the dropper be large enough to make this variation insignificant.

Mixtures, their Formulæ and their Disadvantages.—Pegurier (*Répertoire de Pharmacie*, July, 1903) says that while mixtures (potions) are to-day the standard mode of prescribing most drugs, they suffer from a number of disadvantages. The formulæ of the mixtures at present in use includes as a rule a vehicle of syrup or some water solvent and sometimes the addition of gum or mucilage. The advantages of mixtures for the physician are that the dose may be very easily graduated, and that the remedy is easily administered in this form in combination with others. Certain disadvantages are, however, attached to this form of medication. Thus the vehicle of a mixture is as a rule a very changeable medium which affords a good culture ground for bacteria, moulds, etc., for fermentation and decomposition. The physician cannot prescribe a large amount of a mixture that is thus unstable, and the patient must frequently go to a pharmacist perhaps at a great distance to renew the medicine. Mixtures are often kept standing in the house after the relief has been obtained which was expected of them, and they are used weeks or months or even years later by the same patient or by another with a similar ailment. Physicians should therefore avoid as much as possible the introduction of fermentible substances into mixtures (especially gums and sugars). The best thing to do is to resort to a sweetening agent that decomposes less readily or to the addition of a preservative. Saccharin, liquorice juice and glycerin may be suggested for use as antiseptic and preservative sweetening agents. The ammoniacal solution of glycyrrhizine is an especially valuable edulcorant.

The use of medicinal syrups should be avoided in mixtures for the same reasons, and, besides, the tinctures and fluid extracts are more trustworthy and stable preparations. The addition of a preservative may be of value when sugars and gums must be used and when the mixture is not to be consumed quickly. The addition, for instance of chloroform water in the proportion of 1:400 of the alcoholic solution of chloroform, 1:20 of glycerin, alcohol, etc.

New Color Reactions for Cryogenine.—Barral (*Bulletin de Pharmacie de Lyon*, May, 1903) observed the following reactions with cryogenine when treated with various reagents. In contact with sulphuric acid and formol it gives a pronounced reddish violet color, passing into a more or less marked greenish fluorescence. Fuming nitric acid dissolves cryogenine. On the addition of water to this solution there is a dark red color, followed by a brown precipitate. With hydrogen peroxide, followed by a few drops of sulphuric acid, it gives a yellow color which passes into brown. With sodium dioxide it gives a yellow color which becomes red with hydrochloric acid. With sodium persulphate an orange red color is obtained which passes into blood-red. With Mandelin's solution (a sulphuric acid solution of ammonium vanadate) an orange-red color is obtained which becomes gooseberry-red and then carmine. Bromine water and a solution of sodium hypobromite give a yellowish orange precipitate. With Froehde's reagent (sodium sulphomolybdate) cryogenine

gives a rose color which becomes red, and, on heating, turns to olive-green or emerald-green. Ehrlich's diazo-reagent added to a solution of cryogenine gives an orange-red color.

Styptol, a New Remedy for Uterine Hemorrhages.—Katz (*Therapeutische Monatshefte*, 1903, p. 314) studied the action of styptol in hemorrhages from the womb. Styptol is neutral cotarnine phthalate, and occurs as a yellow microcrystalline powder which is very easily soluble in water, and contains about the same percentage of the basic cotarnine as does the hydrochlorate—namely, 73 per cent. The sugar coated tablets of styptol contain 0.05 gramme of the drug, and are dissolved easily in warm water or in gastric juice. The data previously furnished caused the classification of phthalic acid as a poison, but this was because the anhydride was referred to instead of the acid. Experiments with sodium phthalate showed that dogs and cats could well bear from 2 to 3 grammes of the salt without any disturbances. The author employed styptol in doses of 0.05 gramme three times daily, in all forms of hemorrhage from the womb, with success.

The Toxicology of Formaldehyde,

Some of the dangers of formaldehyde are pointed out by Dr. Edward A. Spitzka, of New York, in a communication to *Science* for July 17. Dr. Spitzka has coined for the commercial solution of formaldehyde the name formal, a term which should commend itself to all who have occasion either to use the drug or to mention it in writing, especially in view of the confusion, which exists regarding the nature of the substance which is variously called "formaldehyde," "formalin," "formol," "formalose," etc. Only recently, says Dr. Spitzka, in New York City, a woman was overcome by formal fumes. Her younger child had had diphtheria; the disinfecting was done in the afternoon, and the family moved in again about seven o'clock. The odor was still strong, but the woman thought it would pass away and went to bed. Later she awoke with her head ringing, and was just able to crawl to the hall and summon help. The children were not ill at all. Dr. Spitzka had noticed in himself, after working in an atmosphere fairly charged with formal fumes, a state of depression and dullness which did not wear off until after spending some time in fresh air. A long exposure might bring about a serious condition.

The effect of formal on the skin is well known. The cuticle is killed; it hardens, cracks and desquamates; in some individuals this is attended by an eczematous rash. The nerve terminals in the skin are paralyzed, producing an annoying numbness. Where the skin is cracked, the entrance of formal becomes very painful.

The palpable influence of formal on the glandular action of the skin led to Dr. E. C. Spitzka to recommend it in two instances where patients consulting him mentioned their being affected with the annoying condition of perspiring hands and feet. They began with a dilute solution used as a wash several times a day, and gradually increasing its strength, not exceeding one of 10 per cent. of the commercial preparation. In both cases the effect was gratifying after two or three weeks, and in one of them the permanency of the cure seemed guaranteed by the nonreturn of the trouble for three years after.

The toxic effects of formal which is accidentally swallowed are so profound that a timely word of warning may not be uncalled for. Medical literature contains quite a number of cases, of which the following brief accounts will convey some idea:

(a) Bock¹ reports the case of an inmate of the Indian School for Feeble-minded Youth, aged 26, strong and healthy, who took, while unobserved, about 2 ounces of concentrated formal. There was early vomiting with traces of blood; collapse and unconsciousness ensued; heart failure occurred after 16 hours, and drugs failing to stimulate the depressed vital functions, the patient died in 26 hours. A post-mortem examination showed the stomach to be highly inflamed, necrotic and oedematous, and containing about 4 ounces of dark fluid.

(b) Klüber² had a patient who took a draught from a bot-

tle labeled "Apenta" water, which he afterward described as "tasting like gall." The patient became unconscious, passing into a state resembling that of alcoholic intoxication or of a post-epileptic condition; the urine was suppressed for 19 hours, and when it appeared was scant and gave the reaction for formic acid. He recovered in a few days, owing to the prompt and careful treatment.

(c) Zorn³ describes the case of a porter, aged 44, who swallowed about half the contents of a medicinal glass of 30 Cc. capacity, in the belief that he was taking "Hoffmannstropfen." The burning taste made him aware of his mistake and he swallowed some milk. This was followed by terrible retching and vomiting, then unconsciousness. The pulse and respiration rose rapidly in frequency, the temperature fell, and the urine was suppressed for 24 hours. Other symptoms pointed to a parenchymatous irritation of the kidneys and of the gastrointestinal tract.

(d) Gerlach⁴ had a patient, a servant girl, aged 21, for whom he had prescribed (a) formal mouth-washes and (b) a solution of potassium iodide, in the treatment of thrush (stomatitis). The two bottles stood near each other, and the girl, on retiring, mistaking one for the other, took nearly 60 to 70 Cc. of the concentrated formal. Unconsciousness, collapse, etc., ensued, and only the prompt emptying of her stomach by the physician averted a fatal ending of the case. Anuria persisted for 12 hours.

(e) Testi⁵ reports the case of a man who by mistake swallowed a mouthful of a 40 per cent. solution of formaldehyde. The chief symptoms were intense pain after swallowing, followed by vomiting, intense congestion of the face, conjunctivæ, fauces and tonsils. For two or three days his condition remained unchanged; he was unable to swallow anything but the smallest quantity of liquid. Two large eschars formed on the fauces and tonsils. Unlike most of the cases cited above, there was no general stupor, anuria or the modifications of pulse, temperature and respiration, which may be accounted for upon the ground that the prompt vomiting prevented absorption of the poison into the system, its effect being purely local.

The effect of even minute quantities, such as the dairymen began to employ in the preservation of milk (1:20,000), has been shown to be a harmful one, in the long run, at all events. Whether this is due to its influence on the proteids of the milk or upon the enzymes of the digestive tract, is not rendered quite clear as yet, but that digestion is interfered with, particularly the pancreatic digestion of albumen, is determined with certainty.

The above enumeration of some of the dangers of formal shows, according to Dr. Spitzka, that the accidental swallowing of the drug is perhaps the greatest, particularly as the outcome of any case differs very much in different individuals and under different circumstances. Even the prompt medical aid given in the first case cited above failed to avert death, and the careful guarding of this drug from coming into the hands of the inexperienced or the irresponsible devolves upon every one in charge of laboratories, factories, farms, hospitals and other places where formal is used. Every bottle or other receptacle containing formal should be distinctly labeled "Poison."

Dr. Spitzka concludes his paper with some observations on the initial treatment of a case of acute formal poisoning. The strong affinity of formaldehyd for ammonia gives, he says, a hint of therapeutic value.⁶ The aromatic spirit of ammonia in doses of from one half to two fluid drachms, or even somewhat more, according to the amount of formal swallowed; or the liquor ammonii acetatis (spirit of Mindererus) in half-ounce doses, should be taken immediately as an antidote for the local effects. A physician should, of course, be sent for. Vomiting should be promoted, and the stomach washed out several times through a tube. The constitutional symptoms of depression of the vital functions must be met by the use of stimulants such as strychnine or caffeine. The patient must remain in the recumbent position, and external heat, by means of hot water bottles, or by frequent lukewarm baths, should be applied. Demulcent drinks in small quantities frequently given allay the irritation. Food cannot be taken for some time.

An apothecary named Karl Worff has left 100,000 marks to the city of Berlin to be used chiefly in providing vacations for poor children.

¹ Zorn, *Munch med Wochenschr.*, 1900, p. 1588.

² Gerlach, *Munch med. Wochenschr.*, 1902, p. 1503.

³ Testi, *Il Policlinico*, IX, 8, December 20, 1902.

⁴ Bastedo, article, "Formaldehyd," in "Buck's Ref. Handbook of the Medical Sciences," 1902.

⁵ C. Bock, *Indiana Medical Jour.*, XVIII, 1899-1900, p. 122.

⁶ Klüber, *Munch med. Wochenschr.*, 1900, p. 1516.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Cancroin.—R. W. M.—This term is applied to a toxine prepared, according to the formula of Professor Adamkiewicz, of Vienna, the noted specialist on cancer. The toxin is prepared in two or three forms or strengths, and is administered in the treatment of cancerous affections by inoculation. We are unable to furnish you either with directions for its preparation or statistics as to its value as a remedial agent. Professor Adamkiewicz claims that it is very successful, but other investigators have not reported very good results. We are informed that the preparation is not obtainable in this country.

Concentrated Nitrous Ether.—L. M. B. & Co. ask what this preparation is and how it is prepared.

The commercial concentrated nitrous ether is a more or less pure ethyl nitrate, usually labeled as containing 90 per cent. One pound of it is supposed to make 21 pounds of spirit of nitrous ether U. S. P. It is liable on keeping to undergo decomposition with liberation of nitrous acid. This may be partly prevented by keeping a crystal of potassium bicarbonate in the bottle, and by keeping it only in full bottles in a cool, dark place. Ethyl nitrite may be prepared by the U. S. P. method given in the process for spirit of nitrous ether, or by treating a solution of sodium nitrite and alcohol with sulphuric acid in the cold. Great care is necessary in order to avoid loss by evaporation, as the nitrite boils at 18 degrees C., and the containers should be immersed in a freezing mixture during the reaction. Special apparatus is necessary in order to prepare the product economically, and we should not advise your attempting it on the small scale.

Beeswax.—F. T. D.—Your sample is adulterated with cerasin and stearic acid, the latter being added to increase the acid number, which would, of course, be lowered by the presence of cerasin. It seems difficult nowadays to obtain pure beeswax, and we should suggest your purchasing under a guarantee from your wholesale house if you wish to avoid the trouble and expense of examining each lot.

Latin in Prescriptions.—W. H. B.—It is so rare nowadays to find physicians who write the directions appended to their prescriptions in full Latin that we are glad of the opportunity of repeating the directions to your prescription in full. The writing is, as you state, not over good, but the instructions are clear enough. It reads: *Fiant misturæ duæ; cujus capiat unciam No. 1 cum semiuncia No. 2 et bibatur in impetu effervescentiæ*, which being translated means: Let two mixtures be made, of which the patient may take one ounce of No. 1 with half an ounce of No. 2, and drink while effervescing (literally at the height of effervescence). *Bibat*, instead of *bibatur*, would have been more correct.

Banana Oil.—J. W. M.—Banana oil, pear oil, essence of Jargonelle pear, are all terms applied to amylic acetate, which is obtainable from any jobbing house. Amylic acetate or acetate of amyl is prepared by distilling fusel oil with sodium acetate and sulphuric acid. It is an excellent solvent for many resins, and

is the menstruum used in preparing the various colored lacquers, being much cheaper than alcohol. Celluloid is readily dissolved by it. Acetone is an entirely different product, being prepared by dry distillation of calcium acetate. It is almost as good a solvent as amylic acetate.

To Mend Wedgewood Mortars.—P. A. M.—This subject has been treated of several times in these columns, and we cannot give you any better suggestions than the following, which appeared in this department some years ago: It is easy enough to mend mortars so that they may be used for making emulsions and other light work which does not tax their strength too much. But a mended mortar will hardly be able to stand the force required for powdering hard substances. Good cements for mending mortars are the following:

1. Casein free from fat and washed until no longer acid, Silicate of soda solution (water glass), of each....q.s.

Fill a bottle to one-fourth of its height with damp casein, then fill the flask with silicate of soda (water glass), and shake frequently until the casein is dissolved. The casein should be made by curdling skimmed milk and well washing.

2. Glass flour elutriated.....10
Fluorspar, powdered and elutriated.....20
Silicate of soda.....60

Both glass and fluorspar must be in the finest possible condition, which is best done by shaking each in fine powder, with water, allowing the coarser particles to deposit, and then to pour off the remainder, which holds the finest particles in suspension. The mixture must be made very rapidly by quick stirring, and when thoroughly mixed must be at once applied. This is said to yield an excellent cement.

3. Freshly burnt plaster of paris.....5 parts
Freshly burnt lime.....1 part
White of egg.....sufficient

Reduce the first two ingredients to a very fine powder and mix them well; moisten the two surfaces to be united with a small quantity of white of egg to make them adhesive; then mix the powder very rapidly with the white of egg and apply the mixture to the broken surfaces. If they are large, two persons should do this each, applying the cement to one portion. The pieces are then firmly pressed together and left undisturbed for several days. The less cement is used the better will the articles hold together.

4. If there is no objection to dark colored cement, the very best that can be used is probably marine glue. This is made thus: 10 parts of caoutchouc or India rubber are dissolved in 120 parts of benzine or petroleum naphtha, with the aid of a gentle heat. When the solution is complete, which sometimes requires 10 to 14 days, 20 parts of asphalt are melted in an iron vessel and the caoutchouc solution is poured in very slowly in a fine stream and under continued heating, until the mass has become homogeneous and nearly all the solvent has been driven off. It is then poured out and cast into greased tin molds. It forms dark brown or black cakes, which are very hard to break. This cement requires considerable heat to melt it; and

to prevent it from being burnt it is best to heat a capsule containing a piece of it first on a water bath until the cake softens and begins to be liquid. It is then carefully wiped dry and heated over a naked flame, under constant stirring, up to about 300 degrees F. The edges of the article to be mended should, if possible, also be heated to at least 212 degrees F., so as to permit the cement to be applied at leisure and with care. The thinner the cement is applied the better it binds.

Polish for Tan and Russet Shoes.—M. A. M.—The liquid application consists usually of a solution of yellow wax and soap in oil of turpentine, and it should be a matter of no difficulty whatever for the pharmacist to compound a mixture of this character at least equal to the preparations on the market. As a type of the mixture occasionally recommended we may quote the following:

Yellow wax.....	3iv
Pearl ash.....	3iv
Yellow soap.....	3ij
Spirit of turpentine.....	3viij
Phosphine (anilin).....	gr. iv
Alcohol.....	3iv
Water, a sufficient quantity.	

Scrape the wax fine, and add it, together with the ash and soap, to 3xij of water. Boil all together until a smooth, creamy mass is obtained; remove the heat and add the turpentine, and the anilin (previously dissolved in the alcohol). Mix thoroughly, and add sufficient water to bring the finished product up to Oiss.

A simpler form of the liquid mixture consists of equal parts of yellow wax and palm oil dissolved with the aid of heat in three parts of oil of turpentine.

Another formula which has found favor is the following:

Soft, or green, soap.....	3ij
Linseed oil, raw.....	3iij
Annatto solution (in oil).....	3viij
Yellow wax.....	3iij
Gum turpentine.....	3viij
Water.....	3viij

Dissolve the soap in the water and add the solution of annatto; melt the wax in the oil and turpentine, and gradually stir in the soap solution, stirring until cold.

The paste to accompany the foregoing mixtures is composed of yellow wax and resin thinned with petrolatum, say 4 parts of wax, 1 part of resin and 12 parts of petrolatum, mixed *secundum arte*.

Grammel Headache Cure.—S. D. R. submits the subjoined prescription for his "Grammel Headache and Neuralgia Sure Cure," so styled because each powder contains a gram of mixed ingredients, as is explained in his note of inquiry. The formula is as follows:

Caffeine citrate.....	gr. i
Ammonium bromide.....	gr. v
Salol.....	gr. iij
Cerium oxalate.....	gr. i
Acetanilid.....	gr. i
Sodium bicarbonate.....	gr. iv
Codeine.....	gr. ¼
Extract nux vomica.....	gr. ¼
M.	

We can detect no real incompatibility in this mixture, but the formula is a rather complicated one and suggestive of the polypharmacy of an earlier day. It is not a formula which will commend itself to either pharmacists or physicians, as its faults lie too near the surface. We print it merely to show what one man's notion of a headache remedy is.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.

THE NEGLECTED SHOW WINDOW.

NO one who has had an opportunity to observe the results that can be had from the show window, can doubt that the average druggist has small realization of its value.

Show windows can easily be made to sell goods, and can be made to work at it all the while. It takes experience and skill to produce the more elaborate kinds of window displays, but neither skill nor experience is required to produce a window that will sell goods.

As the selling of goods is the most important function a window can have, it is hard to understand why so little attention is paid to the matter. One reason, doubtless, is that the impression exists that a peculiar sort of talent is necessary to dress windows. This is true only as regards original or striking windows. It is well to remember that there are two general classes of window displays. One is the sort of window which is calculated to attract attention by its novelty and to thus attract attention to the store. The other is a simple display of goods arranged with a view to selling them.

It is frequently possible to combine both features, and when this can be done so much the better. But no one should get the impression that because ideas or materials for elaborate displays are lacking the windows might as well be filled with whatever is handiest. The apprentice can dress windows that will sell goods. The thing necessary is so to display the goods that they will sell themselves. Just put yourself in the place of the passerby. Remember that the eye sees but one thing at a time, and that in order to arrest attention goods should be so arranged that the eye can pick them up readily. For this reason a confused arrangement of a variety of goods is never advisable. A window can contain a variety of articles, but each item should be grouped separately. Having placed goods in the windows so arranged as to be readily scanned, the next thing is to supply such information as will enable the person outside the window to sell himself the goods without having to come inside, for if he is forced to come in he may not come.

People who see some needed article in the window are frequently averse to making inquiries about it, fearing that the cost is greater than they care to pay, or that if they go in they will be importuned to buy something else.

Therefore, prices are absolutely essential in windows if you want them to sell goods for you. A bit of explanation as to quality, origin or special merits of the goods is often advisable—you will know if you will remember what the man outside doesn't know. The sum of the matter is that any window will sell goods if it is simply arranged, if the goods are grouped so as to be easily seen, and if the prices are given.

Naturally, the goods that will sell best are those most seasonable and in most general demand. When in doubt the sundry stock will always afford material.

I do not wish to depreciate the value of ornate or elaborate displays; such displays have a value aside from the goods they may directly sell. But it is obvious that difficult or expensive window dressing cannot be generally employed by druggists, while the simple selling window can.

Many object to putting prices on goods in windows. There is no good reason whatever for such objection, and prices are necessary to effective displays.

The man who won't show the prices must be satisfied with smaller results than he would otherwise have.

CRITICISM AND COMMENT.

Leon Hale, Tampa, Fla., sends a newspaper ad and a folder. The ad is shown in the group of ads reproduced on this page. The folder is essentially a price-list of this druggist's own preparations, about 50 of them being listed on the two inside pages. The first page is an introduction to the list, the last page bears a talk on prescriptions.

The matter is rather loosely written, due probably to haste in its preparation. It is better to avoid this, as carelessness in such matters may, to some, suggest carelessness in other things.

A circular of the general character of the one sent is apt to be necessary where so extensive a list of preparations is made.

But too much must not be expected from it. Its chief use is to impress the fact that so extensive a line of specialties is provided.

For the individual preparations separate literature must be provided if the specialties are to be properly advertised.

FOR SUMMER VISITORS.

H. H. Hay's Sons, Portland, send the latest edition of their pamphlet, "Short Trips Around Portland."

This is a 28-page booklet solidly filled with information as to trolley, steamboat and railway lines, points of interest, hotels and boarding houses, &c.

The book will be highly valuable to tourists and to the people of Portland as well. It contains but a modest amount of advertising, hardly as much as is justified. Some such publication could be employed to advantage by any druggist in localities favored by tourists.

The Hay booklet is a model of its kind, and is a much more ambitious publication than is usually put out for free distribution.

Accompanying the booklet is a newspaper clipping of a column or more in length, this amount of space being devoted by one of the local papers to a review of the pamphlet, and to a description of recent exterior and interior improvements of "Hay's Three-Cornered Pharmacy."

The exterior changes include the placing of some 40 handsome signs on the building, grouped with a view to symmetry, and the painting of the building, and signs in brown, yellow and gold.

SOME ADS OF YESTERDAY.

There is a rather chronic disposition among druggists to use too little space, or to use a space of fixed size, no matter what sort of a story is to be told.

While there is no use wasting space, it is apt to prove expensive economy to use too little. It pays to do things right in advertising. The ideal way to use space is to have an arrangement whereby you can expand or contract it according to the length of the story you have to tell.

No. 1. There is evidently never any lack of material for ads in this store. This material justifies the use of

Russell & Lawrie's Drug Store News.

The Director of **CRISTAL MORAX** is our Window has attracted much attention to this beautiful household article. At 15c, 25c, 50c, 75c, 1.00, 1.25, 1.50, 2.00, 2.50, 3.00, 3.50, 4.00, 4.50, 5.00, 5.50, 6.00, 6.50, 7.00, 7.50, 8.00, 8.50, 9.00, 9.50, 10.00, 10.50, 11.00, 11.50, 12.00, 12.50, 13.00, 13.50, 14.00, 14.50, 15.00, 15.50, 16.00, 16.50, 17.00, 17.50, 18.00, 18.50, 19.00, 19.50, 20.00, 20.50, 21.00, 21.50, 22.00, 22.50, 23.00, 23.50, 24.00, 24.50, 25.00, 25.50, 26.00, 26.50, 27.00, 27.50, 28.00, 28.50, 29.00, 29.50, 30.00, 30.50, 31.00, 31.50, 32.00, 32.50, 33.00, 33.50, 34.00, 34.50, 35.00, 35.50, 36.00, 36.50, 37.00, 37.50, 38.00, 38.50, 39.00, 39.50, 40.00, 40.50, 41.00, 41.50, 42.00, 42.50, 43.00, 43.50, 44.00, 44.50, 45.00, 45.50, 46.00, 46.50, 47.00, 47.50, 48.00, 48.50, 49.00, 49.50, 50.00, 50.50, 51.00, 51.50, 52.00, 52.50, 53.00, 53.50, 54.00, 54.50, 55.00, 55.50, 56.00, 56.50, 57.00, 57.50, 58.00, 58.50, 59.00, 59.50, 60.00, 60.50, 61.00, 61.50, 62.00, 62.50, 63.00, 63.50, 64.00, 64.50, 65.00, 65.50, 66.00, 66.50, 67.00, 67.50, 68.00, 68.50, 69.00, 69.50, 70.00, 70.50, 71.00, 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MEETING OF THE N. A. R. D.

Plans for Fifth Annual Convention in Washington.

The fifth annual convention of the National Association of Retail Druggists will be held October 5-8 in Washington, headquarters being at "The Raleigh."

Special rates have been obtained from the railroads of one and one-third fare, plus twenty-five cents. Ladies will be heartily welcomed, but the secretary asks that he be notified of their intention to come that he may make special provision for their comfort. Any information desired concerning hotels, etc., will be cheerfully furnished by the local secretary, Wymond H. Bradbury, 467 C street, N. W., Washington, D. C.

ENFORCING THE COCAINE LAW IN ILLINOIS.

Reputable Druggists Obeying the Law—Difficult to Secure Convictions—Wholesalers Responsible for Sale of Proprietary Preparations Containing Cocaine.

CHICAGO, Aug. 18.—One of the inspectors of the Board of Pharmacy, who has been detailed to investigate the subject, reports to the Board that the new cocaine law is being complied with by most of the reputable druggists, and many of them are assisting the State Board very materially in its enforcement. In the "levee" districts, where the cocaine business had grown to be very lucrative, many of the druggists have stopped selling it entirely, while some are still selling to the habitual users or "fiends" whom they know, making it difficult for us to detect them. However, the Board has secured evidence against a number and is bringing new suits every day. The Board has some trouble in convicting druggists of selling cocaine, as persons who make a business of violating the law do not hesitate to perjure themselves on the witness stand.

The preparations containing cocaine that are reported to have the largest sale are Bernay's Catarrhal Powder (old style) and Crown Catarrh Powder. Both preparations state specifically on the labels the proportion of cocaine contained therein.

Two catarrh snuffs examined prove on analysis to contain cocaine, but neither has any mention of containing cocaine on the label, as the law requires, Section 14 a of which reads as follows:

"That it shall not be lawful for any druggist or other person to retail or sell or give away any cocaine hydrochlorate, or any salts of or any compound of cocaine, or any preparation containing cocaine, or any salts of, or any compound thereof, excepting upon the written prescription of a licensed physician or licensed dentist, licensed under the laws of the State, which prescription shall only be filled once, and must have written plainly upon it the name and address of the patient. Provided, that the provisions of this section shall not apply to sales at wholesale by any manufacturer or wholesale dealer, who shall sell to the retail druggists, or other person so sold, as original packages only, when such manufacturer or wholesale dealer shall have affixed to each box, bottle or package containing such cocaine hydrochlorate, or salts or compounds of cocaine, or preparations containing cocaine, a label specifically setting forth the proportion of cocaine contained therein. (Added by act approved May 13, 1903; in force July 1, 1903.)"

It is very clear from this section of the Statute that the manufacturer and wholesaler are liable to prosecution for selling these preparations not properly labeled.

This does not release the retail druggist. The inspector states that nearly all the catarrhal powders on the market contain cocaine, and are mere vehicles for cocaine, and should be looked upon with suspicion by all law-abiding druggists.

The Sale of Opium in the Philippines.

A committee has been appointed to visit most of the Oriental nations and obtain data from which to form a bill to regulate the opium trade in the Philippines.

Much difficulty has been found lest in limiting or prohibiting the sale of opium for smoking the legitimate use of it as a drug will also be affected. Many of the wholesale druggists of the United States are discussing plans by which this might be avoided.

The commission is anxious to have some measure passed which will limit the sale of smoking opium without injuring the druggists in their sale of opium as a medicine.

LIQUOR LICENSE TROUBLES.

Unusual Activity Among the Revenue Officials—The New Law in Tennessee—Druggists Charged with Violations in New Jersey, Michigan, Canada and California.

ADVICES from various sections of the country indicate unusual activity on the part of revenue officials and others in arresting and prosecuting druggists for alleged violations of liquor tax laws. The whole subject of regulating liquor traffic among pharmacists is attracting a good deal of attention. Some of the more important happenings are given below:

THE NEW TENNESSEE LAW.

MEMPHIS, Tenn.—As an outgrowth of the new State revenue law passed by the last legislature, a nice point has been discovered by the State revenue agent, and the question is causing much worry to retail druggists who run soda water fountains in connection with their regular business of dispensing drugs and other medicinal and household necessities.

The point that is causing the worry is the prospect of having to pay State, county and city liquor license if any drink sold over the counter at the soda fountain contains an appreciable portion of alcohol or even the fermented juice of any small fruit or berry. An industrious State revenue agent has made the ruling that wherever a soda water vender pays the Government license of \$25 annually to protect himself from violating the revenue law in the business done at his soda fountain, he lays himself liable to the payment of State, county and city liquor taxes. The new State revenue law says that the possession of the Government license shall be taken as *prima facie* evidence that the holder is engaged in the retail liquor business.

A CANADIAN DRUGGIST FINED.

TORONTO, Canada.—At a recent meeting of the Council of the Ontario College of Pharmacy attention was called to the fact that a Toronto druggist had been fined for selling liquor illegally. It was said that the gentleman in question had misapprehended the by-laws of the council relating to the sale of liquor, and they should be revised. As they stood they were very ambiguous. The council will probably appoint a committee to revise these by-laws.

A NEW CONSTRUCTION OF THE DOW LAW.

FINDLAY, Ohio.—Attorney-General Sheets has rendered an opinion to the effect that the recent decision of the Supreme Court, putting a new construction on the Dow law, does not require druggists to pay the Dow tax for selling patent medicines containing malt or whiskey unless such medicines are sold to be used as a beverage instead of medicine. This will serve to settle—at least until some dissatisfied person shall go into the courts—the much mooted question that has been agitating the druggists, patent medicine people and temperance people since the recent decision of the Supreme Court declaring that the sale of malt liquors, whether intoxicating or not, subjected the dealer to the Dow tax. The court did not qualify the decision by stating that such liquors must be sold as a beverage to bring down the Dow law upon the dealer, and the absence of the word beverage is what caused so much anxiety.

LOCAL LIQUOR TAX IN KANSAS.

OTTAWA, Kan.—The city council has proposed to levy a tax of \$100 a year on drug stores holding State permits to sell intoxicants. The proposition has created considerable comment, since Ottawa has never in any way derived revenue from liquor sales since the prohibitory law became effective.

A CALIFORNIA DRUGGIST GOES FREE.

SANTA MONICA, Cal.—The case against Robert C. Ramage, druggist, who was arrested for selling liquor without a license, was dismissed. Ramage pleaded not guilty, and stated in his defense that Duffy's Pure Malt Whisky is considered by wholesale dealers and by the Government under the revenue act as a patent medicine, and that he had committed no misdemeanor in retailing it as such.

ATLANTIC CITY DRUGGISTS ARRESTED.

ATLANTIC CITY, N. J.—Warrants were issued for the arrest of seven prominent druggists charged with selling liquor without a license and without a physician's certificate. The warrants were issued at the instigation of the Liquor Dealers' Association of Atlantic City, and were sworn out by Augustus C. Roberts, a detective employed by the association to collect

evidence against the druggists. Those upon whom the warrants were served are: Harry B. Leeds, 1220 Atlantic avenue; William Wright, 2217 Boardwalk; Charles E. Keeler, Kentucky avenue and the Boardwalk; Harry C. Albert, States avenue and the Boardwalk; William N. Shedaker, South Carolina avenue and the Boardwalk; Leeds & Deemer, No. 4 Steel Pier Block, and Francis H. Brennan, New York avenue and the Boardwalk.

The complaint charges them with selling liquor in quantities of a quart and less, and is in violation of the ordinance regulating the granting of licenses to keep inns and taverns, and the sale of intoxicating liquors, and fixing the fees to such licenses in the city and providing for the recovery of penalties therein provided.

NO CHANGE DESIRED IN NORTH DAKOTA.

FARGO, N. Dak.—At the annual meeting here of the State Pharmaceutical Association President Porterfield strenuously recommended that the association have nothing whatever to do with the contesting of any of the State laws relating to the sale of intoxicating liquors, as he believed it in no way came within their province and entirely outside of the profession of pharmacy. He recommended that the association go on record as being in favor of the move to secure the reduction of the tax on alcohol, from \$1.10 to 70 cents per gallon, which would mean a great benefit to the manufacturing interests of the country. The recommendations were enthusiastically received.

CHARGES OF VIOLATION OF LOCAL OPTION LAW IN MICHIGAN.

HARTFORD, Mich.—Sheriff Britton recently made the annual "round up" of South Haven's drug stores charged with violation of the local option law. Those arrested were Frank Bruen and Solon Nevins, owners of the Colonial Pharmacy; Charles Converse, of Connor's Drug Store; Charles Hessey, of the Hessey Drug Company; J. C. Congdon, who owns the store formerly run by Charles Rogers, who was heavily fined and put in jail; William Remus, who owns the Red Cross Pharmacy and Clifton Pharmacy; Myron Wakeman of the Crown Drug Company. The drug stores to escape the law are Van Ostrand's, Abell's and Means.

The Pure Food and Drug Law.

Collector of the Port Stranahan recently held a conference with Assistant Secretary Armstrong, of the Treasury Department, and the officials of the Department of Agriculture, in an effort to devise some business-like plan for conducting the inspection of foods, drugs and liquors imported through the customs under the terms of the Food Inspection law, which became effective on July 1. The conference resulted in the shaping of a definite plan which will be further worked out and tried. Collector Stranahan said he was not at liberty to state the details of this plan.

The law provides for the examination of imported foods, liquors and drugs, in search of adulterations and the like, by experts of the Department of Agriculture. So far no scheme of designating certain parts of shipments for examination, as a test of the whole shipment, as is practised in the Customs Department, has been worked. The entire shipment has been detained, taken to the Appraiser Stores and held there to await the arrival of the experts from Washington.

Collector Stranahan said that the report that ships were being held up in the harbor to await these examinations was not correct, entire shipments of such goods being held, but not the ships. The new scheme will probably obviate the trouble of taking entire shipments to the Public Stores, and will probably be along the lines of the appraisers' inspection.

The Indiana Board.

At the July meeting of the Indiana Board of Pharmacy, held at Fort Wayne July 8-10, the following officers were elected for the year:

President, C. E. Crecelius, New Albany; secretary, Harry E. Glick, Lafayette.

At the close of the meeting certificates were issued as registered pharmacists to S. W. M. Ruch, Ft. Wayne; O. D. Mitchell, Eaton, and H. A. Bell, Ft. Wayne. Certificates as registered assistant pharmacists were issued to M. V. Boyatt, Brownstown; R. A. Morris, Noblesville; E. W. Orahoad, Camden; L. H. Luken, Richmond; R. L. Hopkins, Arcadia, and A. T. Benton, of Ewing.

The next examination of the Board of Pharmacy will occur in Evansville on October 15 and 16. Application blanks may be secured from the secretary, Harry E. Glick, Lafayette.

NATIONAL WHOLESALE DRUGGISTS' CONVENTION.

Elaborate Plans for the Entertainment of the National Wholesale Druggists' Association—Especially to Be Extended the Ladies—A Large Gathering Expected.

Boston, August 30.—The Committee on Arrangements for the entertainment of the joint meeting of the National Wholesale Druggists' Association and the Proprietary Association of America are busily engaged in planning a most elaborate entertainment both for the members and the ladies who will accompany them. The plans of the committee have not yet been completed, save in so far as relate to the ladies, whose entertainment has been intrusted to a special committee.

ENTERTAINMENT OF THE LADIES.

The Ladies' Committee has practically completed the programme of arrangements for the entertainment of the lady friends of the members of the N. W. D. A. and P. A. of A. On the afternoon of Monday, September 7, invitations will be extended to the lady visitors to an afternoon tea at the Hotel Somerset, 4 to 6 o'clock, at which the members of the committee hope to meet all of their guests. On Tuesday the ladies will be given a trolley ride around Boston and its suburbs, and an opportunity will also be afforded them to visit Harvard University, where they will be taken in charge by student guides. There will be a drag ride on Wednesday for the ladies. A special train will convey the party from Boston to Montserrat Station, where tally-hos and drags will be in waiting. The drive will be through Beverley Farms, Manchester, Pride's Crossing, Wenham, Hamilton and Magnolia, where luncheon will be served. The party will return to the Hub by special train. On Thursday there will be a carriage drive for the members of both sexes through the boulevard and park systems of this city. In the evening a dinner will be served to the ladies, and a musical entertainment provided while the banquet to the members of both associations is taking place. The ladies will be invited into the banquet hall before the beginning of the post prandial exercises. Friday will be devoted to an all day excursion to the South Shore. This includes a drive along Jerusalem Road, dinner at Nantasket's principal hotel, and a sail about the harbor. On Saturday independent parties will have an opportunity to visit points like Plymouth Rock, Lexington and Bunker Hill. As a souvenir of the convention each lady will be presented with a solid silver loving cup on an ebony stand, the cup being suitably engraved.

The New Jersey Board.

At the meeting of the New Jersey Board of Pharmacy, held July 16 and 17, a large number of applicants received certificates as registered pharmacists. Their names are given below.

The following were issued licenses as registered pharmacists:

H. S. Anthony, Burlington; Joseph Battiato, Newark; E. L. Bower, Tenafly; C. F. Roettcher, Jersey City; Walter Brooks, Atlantic City; C. L. Bernardo, Newark; Harry Ballinky, Passaic; Henry Bloch, Brooklyn; W. J. Benjamin, Boonton; Benjamin Burstein, Newark; W. A. Evans, New York; C. A. Emmerich, Guttenberg; M. M. Feinberg, Asbury Park; W. H. Farley, Newark; Harry Goldfarb, Newark; A. S. Hooker, Elizabeth; A. E. Helleman, Orange; J. T. Harbold, Philadelphia; Max D. Kupersmith, New York; Julius Kramer, New York; G. W. Klsner, Belmar; W. H. Lindemann, Closter; Charles Langer, New York; P. I. Minton, Red Bank; W. B. Matlack, Salem; F. K. Moore, Atlantic City; Anthony Masl, Newark; B. M. Michnay, Alpha; W. L. O'Brien, Perth Amboy; L. G. Oliver, Newark; Frank Pearlstein, Hoboken; Frank Perner, Jersey City; W. R. Bleck, Kearney; Isaac Sigel, New York; J. H. Stermer, Mount Holly; F. T. Schmidt, Newark; H. S. Smith, Trenton; L. Schneider, Jr., Newark; W. E. Schoemer, Newark; J. W. Van Dyke, East Orange; J. B. Walters, Trenton.

The following were licensed as registered assistants:

E. H. Bennett, Plainfield; D. W. Mason, Keyport; Charles Molz, Hoboken; E. L. Magle, Orange; A. G. Peachtold, Bayonne; Chester Riland, Rahway; G. A. Schraft, Newark; C. B. Weinberg, Atlantic City.

The next meeting of the Board for examination will be held in Trenton on October 16 and 17.

Ontario College Meeting.

The Council of the Ontario College of Pharmacy held their semi-annual session at Toronto this month. The principal subject under discussion was the scarcity of drug clerks, and the consequent agitation in the province for the lowering of the educational standard required by the college.

A deputation from the Drug Clerks' Association, of Toronto, appeared before the Council and presented a petition against any lowering of the standard.

AMERICAN PHARMACEUTICAL ASSOCIATION

Fifty-first Annual Meeting—Concluding Sessions.

IN our issue of August 10 we gave a telegraphic report of the fifty-first annual meeting of the American Pharmaceutical Association at Mackinac Island, Mich., from August 3 to 7. This report embraced the proceedings of the association up to Friday noon, when the Section of Educational Legislation was in session. Below we give a brief report of the concluding session of that section and of the final session on Saturday morning.

THE MODEL COCAINE LAW.

As stated in our telegraphic report, the model cocaine law, as prepared by Prof. J. H. Beal, of Ohio, was submitted at the Friday morning session of the Section on Education and Legislation



A Group of Members En Route to Mackinac Island on the Steamer "Northwest."

and its recommendations considered in detail. The bill was provisionally adopted, and the committee was instructed to send copies of the proposed draft to the pharmaceutical press and to invite editorial and other criticisms. The text of the bill follows:

A bill to provide against the evils resulting from the traffic in certain narcotic drugs and to regulate the sale thereof.

Be it enacted by the General Assembly of.....

Section 1. That it shall be unlawful for any person, firm or corporation to sell, furnish or give away any cocaine, salts of cocaine or preparations containing any cocaine or salts of cocaine, or any morphine, salts of morphine or preparations containing any morphine or salts of morphine, or any opium or preparations containing opium, or any chloral hydrate or preparations containing any chloral hydrate, except upon the original written order or prescription of a lawfully authorized practitioner of medicine, dentistry or veterinary medicine, which order or prescription shall be dated and shall contain the name of the person for whom prescribed, or if ordered by a practitioner of veterinary medicine shall state the kind of animal for which ordered, and shall be signed by the person giving the prescription or order. Such written order or prescription shall be permanently retained on file by the person, firm or corporation who shall compound or dispense the articles ordered or prescribed, and it shall not be re-compounded or dispensed a second time except upon the written order of the original prescriber.

Provided, however, that the above provisions shall not apply to preparations containing not more than two grains of opium, or not more than one-eighth grain of morphine, or not more than two grains of chloral hydrate, or not more than one-sixteenth grain of cocaine in one fluid ounce, or if a solid preparation one avoirdupois ounce. Provided also that the above provisions shall not apply to preparations recommended in good faith for diarrhoea and cholera, each bottle or package of which is accompanied by specific directions for use and a caution against habitual use, nor to liniments or ointments when plainly labeled "for external use only." And provided further, that the above provisions shall not apply to sales at wholesale by jobbers, wholesalers and manufacturers to retail druggists, nor to sales at retail by retail druggists to regular practitioners of medicine, dentistry or veterinary medicine, nor to sales made to manufacturers of proprietary or pharmaceutical preparations for use in the manufacture of such preparations, or to sales to hospitals, colleges, scientific and public institutions.

Sec. 2.—It shall be unlawful for any practitioner of medicine, dentistry or veterinary medicine to furnish to or to prescribe for the use of any habitual user of the same any cocaine or morphine, or any salt or compound of cocaine or morphine, or any preparation containing cocaine or morphine or their salts, or any opium or chloral hydrate, or any preparation containing opium or chloral hydrate, and it shall also be unlawful for any practitioner of dentistry to prescribe any of the foregoing substances for any person not under his treatment in the regular line of his profession, or for any practitioner of veterinary medicine to prescribe any foregoing substances for the use of any human being.

Provided, however, that the provisions of this section shall not be construed to prevent any lawfully authorized practitioner of medicine

from prescribing in good faith for the use of any habitual user of narcotic drugs such substances as he may deem necessary for the treatment of such habit.

Sec. 3. Any person who shall knowingly violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction for the first offense shall be fined not less than \$25 nor more than \$50, and upon conviction for the second offense shall be fined not less than \$50 nor more than \$100, and upon conviction for the third and all subsequent offenses shall be fined not less than \$100 nor more than \$200 and shall be imprisoned in the county jail for not more than six months. It shall be the duty of the grand jury to make presentments for violations of this act.

Sec. 4.—This act shall take effect and be in force from and after the day of, 19....

In accordance with the suggestion contained in the address of the president of the association and also in the address of the chairman of the section, Dr. Whelpley proposed that the chairman appoint a committee of five board members, instructing this committee to invite the members of the various boards of pharmacy to assemble at the next meeting of the association at Kansas City, with a view to forming a conference somewhat similar to that formed by the teaching colleges of pharmacy. The chairman announced the following as members of this committee: Geo. Reiman, of New York; Geo. Voss, of Ohio; Wm. L. Cliff, of Pennsylvania; D. F. Jones, of South Dakota, and Fletcher Howard, of Iowa.

Ralph Gable, of New York, presented a paper on methods of increasing membership in the association, which embraced several suggestions, among others one that more attention be paid to reception of new members, and on motion of Mr. Mayo the general session was petitioned to change the title of the General Committee on Membership to "Committee on Membership and Reception of New Members."

Frederick T. Gordon, U. S. N., presented a paper suggesting as methods of increasing membership the offering of free memberships as prizes to pharmacy students and also suggesting the advisability of forming local sections. On motion of Mr. Mayo the general session was petitioned to appoint a committee to consider and report at the next meeting upon a plan for the formation of local branches of the association.

Albert E. Ebert presented a paper on the lines on which pharmacy laws should be drafted.

Papers by the following authors were then read by title: Plant Analysis in the Pharmacy Course, by L. E. Sayre; High Class Druggists, by C. S. N. Hallberg; A Conference of Boards,



The Grand Hotel, Mackinac Island, A. Ph. A. Headquarters.

by H. M. Whelpley; Drug Legislation, by W. D. Bigelow; Control of Narcotics' Sale, by Gustav Wolff; Reciprocity in Registration, by Gustav Wolff; Interstate Registration, by W. A. Dawson; Union Examinations, by W. R. Ogier; Making a Profession by Law, by W. R. Ogier; Practical Education, by John F. Patton; The Problem of Proprietary and Trade Names, by Wilbert; Education and Legislation, by Andrew J. Eckstein.

The installation of officers then followed, Henry B. Mason being installed as chairman, and William B. Burke as secretary of the section, after which the section adjourned.

THIRD GENERAL SESSION.

After the reading and approval of the minutes of the Third General Session, held on Saturday morning, the minutes of the Council were read and duly approved. The minutes showed that Jos. G. Worthman had been elected local secretary for the Kansas City meeting and that five publishers connected with the drug trade had agreed to assume the financial responsibility for the expenses involved in the publication of the semi-centennial index of the proceedings, and had further agreed to advertise and push the sale of the index without cost to the association. The report of the committee of the Council, sub-

mitted by Mr. Alpers, proposing to award memberships in the association as prizes, was discussed, and finally a substitute, proposed by Mr. Gordon, was adopted, under which the association will offer memberships in the association for one year as a prize to members of the graduation classes of the various Colleges of Pharmacy. Several recommendations from the various sections were favorably acted upon. The report on the statistics of the pharmacist in public service was presented by Dr. Payne, and resolutions adopted for presentation to the Surgeon General of Marine Hospital and Surgeon General of the Navy, urging further advancement for pharmacists in the service. The report of the treasurer, showing a cash balance of \$3832, was received and discussed, and the fact elicited that this included some special sums realized through a change in the funding of the permanent funds of the association, and that the amount also included a portion of the dues for the fiscal year 1903-1904.

Upon motion of Professor Kremer, the treasurer was requested to submit with each annual report a supplementary statement which would bring out clearly the real financial condition of the association. A letter from John F. Hancock, former president of the association, regarding a statue in honor of the late Professor Proctor, was read and approved. The officers were installed, and the meeting adjourned.

"Midland Druggist" Says the Jobber Will Stay.

One of the oldest and most successful jobbing houses in the dry goods trade located in New York, having voluntarily gone out of business because the profits of the middleman or jobber are no longer remunerative, the AMERICAN DRUGGIST makes this the occasion for the inquiry, "Must the jobber go?"

Not just yet, to our thinking. The conditions in the great commercial cities of the East may be different from those in other sections of the country, but in general the middleman has a place to fill for some time to come. This is undoubtedly true of the wholesale druggist, and will continue to be so while the number of retail drug stores is so great. The capital invested in business is not large with the majority of retail druggists, nor are their needs so far as keeping up stocks is concerned, and so long as this state remains the middleman or jobber is a necessity to the existence of the retailer. Undoubtedly the tendency toward concentration will ultimately affect the retail drug business, but rapid strides have not yet been made in this direction.

Reduce the number of retail drug stores by combination, and the number of jobbing houses will decrease as a necessary sequence. Fewer retail stores means a larger volume of business for those that remain, requiring increased capital which gives opportunities for buying direct from manufacturer and importer to the saving of the jobber's profit.

We see but two clouds above the horizon which need give the wholesale druggist any uneasiness; one is the action of the large manufacturers of pharmaceutical preparations in establishing in many of the prominent cities depots from which are distributed direct to retail druggists the product of their laboratories at about the same prices as are charged the jobber. The other is a possible alliance in the future of the National Association of Retail Druggists with the Proprietary Association of America, which will leave the wholesale druggist in a chilly atmosphere. Neither of these clouds may be "larger than a man's hand," and the latter may be the smaller of the two, for the reason that the retail druggist has not yet volunteered his full quota of assistance to the N. A. R. D. movement, and possibly may not do so until the most opportune moment has passed.—Midland Druggist.

Another Pharmacist Mayor.

Mayor Dell G. Morgan, of Council Bluffs, who was recently elected president of the Iowa Pharmaceutical Association, is not only a druggist of considerable prominence, but also a leading politician. He was elected Mayor of Council Bluffs last spring by a large majority, though he had, according to the Northwestern Druggist, a very popular and strong candidate for an opponent. He has served as president of the School Board and taken a hand in many public movements in an unofficial way. His administration so far has been very satisfactory. Mr. Morgan has been a resident of Council Bluffs from 1871, and ever since his graduation from the High School in 1880 has been engaged in the drug business.

A Georgia grand jury has returned true bills against all the drug stores in Griffin which have soda fountains. They are charged with selling goods on Sunday other than those which are necessary.

The American College at Beirut, Syria.

James A. Patch, professor of pharmaceutical chemistry in the American College in Beirut, Syria, spent a few days in New York City recently on his way to his home in Boston, after an absence of some three years. Professor Patch is a son of E. L. Patch, the founder of the firm of E. L. Patch Company, and is a graduate of the Massachusetts Institute of Technology. He went out to Syria three years ago to take the position of instructor in chemistry and physics, and since then the growth of the school of pharmacy connected with the institution has been so marked as to necessitate his taking up work in that department, for which he is well fitted, having been associated with his father in business before his graduation. Professor Patch is very enthusiastic about the future of the institution, which was founded 35 years ago as a primary school by American missionaries. As the school developed instruction in the higher grades was given, until eventually the institution grew almost too large to be administered by the missionaries, and an independent endowment being secured, the government of the institution was placed in the hands of a Board of Trustees, with Morris K. Jessup, of New York City, as president. At the last session of the college there were some 650 students in attendance, including representatives from practically every section of the Levant, from Egypt to Montenegro. English being the official language of the college, a preparatory school is carried on, in which foreign students study English with the special view of taking up the work in the college.

Former pupils of the institution may be found occupying important positions all over the Orient, while some of the graduates have found their way to the United States, among these being Samuel Shibley, who graduated from the New York College of Pharmacy last spring, and is now associated with his brother in business at 28 Rector street, in the heart of the Syrian colony. Among the souvenirs of interest brought back by Professor Patch was a series of photographs taken during a camping trip to the world famous cedars of Lebanon. Some of these photographs were used in an article on The Cedars of Lebanon, which appeared in the July number of Scribner's Magazine. He is very enthusiastic about the future for American goods in Syria and says that in one little village through which he journeyed during a vacation tour he found that practically all the well-to-do inhabitants had at some time or other visited America and there accumulated a sufficient sum to enable them to spend their declining years in their native village in comparative opulence. Each one of these brings back some American tastes and predilections, the gratification of which offers an opportunity for American exporters.

The Oil of Petit-Grain Industry in Asuncion.

Particulars regarding the oil of petit-grain industry in Asuncion are given by United States Consul John N. Ruffin in advance sheets of Consular Reports for July 20. He says: The industry of making essence [oil] by extracting the same from orange leaves dates back to the time when the Jesuit priests held sway over the Indians, more than 150 years ago. In those times the trees were planted by the priests with an eye to their value for essence making. They imported the seeds of the oranges suitable for this purpose, for orange groves abound in the districts where the priests lived. To-day they form immense forests in those sections, which are full of small establishments for extracting essence. The natives for some time have looked upon essence of orange [oil of petit-grain] as a valuable healing ointment. They apply it to wounds and cuts—also to wounds of beasts where worms are likely to infect—declaring that it has such a penetrating force that it permeates every part of the flesh affected, curing the diseased parts very quickly. They also inform me that it is a fine hair tonic; by rubbing into the scalp it causes the hair to grow. Its application in the soap making and perfumery industries is well known in commerce.

"PETIT-GRAIN" MANUFACTURERS GET THE ESSENCE DUTY FREE.

The essence is principally manufactured by French people. However, there are people of other nationalities, including the natives, who manufacture it. The orange peel is prepared for shipment and used for the purpose of making bitters, marmalades, etc. The essence is shipped in large, hermetically sealed cans, which are packed in strong wooden boxes. The law of this country grants free exportation to "petit-grain" manufacturers. The quality of the essence seems to be very good, and most of it is shipped to France, from which country, I believe, it finds its way to the United States. Some is shipped to the United States direct, in which case, I am informed, it is made a little cheaper for the American market. I am also told

that in some cases in gathering the leaves of the trees for essence of orange, large branches are cut and even trees felled. The wood thus wasted could be exported to the United States for the manufacture of toothpicks, etc.

AN OBSTACLE TO AMERICAN TRADE.

I have been making reports along the line of raw materials of, and such things as are manufactured in, this country that would be suitable for export, for the reason that importers here assign as a difficulty in buying American goods the demand in the United States for cash in exchange for documents, whereas European exporters grant six to eight months' time from date of invoice, collecting interest for the time, drawing a draft against shipment, which is usually sent with the bill of lading through some bank, to be collected; and for the further reason that there is a disposition among the producers and exporters of these raw materials to ship them to good firms in the United States who would permit them to draw a 30 days' sight draft attached to the bill of lading and insurance to the amount of 50 or 65 per cent., the balance to be applied to the payment for goods that may be sent out here.

The Pharmacist's Liquor License as Viewed by the Medical Profession.

The medical view of the recent excise concession to druggists in the State of New York finds expression in the *Journal of the American Medical Association* in the following terms:

"We do not know whether this law is a concession to the patrons or to the druggists. If the former, it is a fraud in prohibition communities, nullifying the will of the people, and if the latter, it indicates a greater degeneracy of the pharmaceutical profession in New York than we like to think probable. The sole function of the druggist in the sale of liquor should be to provide it as medicine when prescribed by medical authority. If he is allowed to sell it to whoever asks he is practically on the level of the dramshop keeper and nothing better. The sale of liquor should be under direct police regulations, and to permit it as an unguarded function of pharmacists destroys this essential feature. The New York laws appears to us to be a distinct step backward, and it ought to have the opposition of the licensed liquor sellers as well as the temperance public generally."

Territorial Board of Pharmacy of Oklahoma.

A quarterly meeting of the Oklahoma Board of Pharmacy for the examination of applicants for registration as pharmacists was held at Oklahoma City July 14, when the following passed the required grade and received certificates of registration: Fred. J. Amphlett, Apache; Bent. D. Cooksey, Cheyenne; T. E. Evans, Wellston; Samuel M. Hunter, Oklahoma City; Harry D. Luke, Oklahoma City; Chas. S. Marshall, Watonga; Jno. P. O'Callaghan, Cordell; Fred. D. Peter, Pawnee; Jas. L. Reynolds, McLeod; J. W. Songster, Okarche; W. Scott Samuel, Pawhuska; Rex Shively, Stillwater; Eugene Snider, Arapahoe; Wm. H. Willhour, Byron; D. B. Kindel, Hobart; Wilhelm Loser, Byron; Geo. H. Nieman, Ponca City.

The next regular meeting of the board will be held at Enid, O. T., on October 6. Blank applications and any needed information will be furnished by the secretary to all who inclose postage for reply. The secretary's address is F. B. Lillie, Guthrie, Okla.

Re-registration in Arkansas.

Under a recent amendment to the pharmacy law of the State of Arkansas certificates of registration in pharmacy are good for two years only, after which they must be renewed, a fee of \$1 being required from proprietors and of 50 cents from clerks.

Following is a list of the successful applicants at the last examination:

J. M. Black, Marked Tree; Robt. S. Beasley, Little Rock; Horace Chamberlin, Little Rock; H. E. Cureton, Conway; Mrs. Isabel Davis, Houston; Leon C. Hattaway, Fort Smith; W. P. Hale, Nashville; C. J. Hamilton, Conway; W. T. Haxton, Springdale; R. L. Jernigan, Green Forest; C. E. Jumper, Little Rock; J. W. Lowry, Van Buren; W. R. McBath, Perryville; P. W. McLendon, Little Rock; J. M. Proctor, Hot Springs; J. N. Power, Nashville; S. A. Reasons, Waldo; A. C. Shendal, Hot Springs; T. E. Wiggia, El Dorado; S. A. Warren, Manila; Orin Zeisler, Little Rock.

Indiana State Board of Pharmacy.

At the regular meeting of the State Board of Pharmacy held in Fort Wayne, July 9, an election for officers took place, and C. E. Crecellus, of New Albany, was chosen president, and Henry E. Glick, of Lafayette, secretary. Indiana has 4,300 registered pharmacists, with 395 registered assistants.

Miles Medical Company Suit.

Because he insisted on cutting rates on patent medicines the Dr. Miles Medical Company seeks to have William L. Miller, a druggist of Cincinnati, enjoined by the Superior Court.

The petition alleges that Miller signed a contract by which he was appointed a local agent to retail a certain preparation, and in which he agreed that the medicine should be sold at a certain fixed price. The company claims that Miller is now violating this contract. In addition the company asks \$192 damages.

RECENT INCORPORATIONS.

The following concerns having to do with the manufacture of drugs and related products were recently incorporated:

City Drug Company, Anderson, Ind.; capital, \$8,000. Incorporators: John A. Rust, Emma B. Rust and Adda M. Meeds.

The Ohio Wholesale and Retail Drug Company, Dover, Del.; capital, \$500,000. Incorporators, S. M. Coe, C. C. Clouse and A. E. Pontius, all of Columbus, Ohio.

Purity Drug Manufacturing Company, New York, N. Y.; capital, \$10,000. Directors: W. S. Saunderson, J. E. Harris and C. A. Throckmorton, of Ridgewood, N. J.

Rose Chemical Company, Chicago, Ill.; objects, manufacturing drugs, chemicals and sundries; capital, \$2,400. Incorporators, C. Busse, Harry M. Walker and Michael P. Cure.

Hartford Remedy Company, Jersey City, N. J.; objects, manufacturing and selling patent and proprietary medicines; capital, \$50,000. Incorporators, Louis B. Bailey, Joseph M. Mitchell, Warren N. Ackers.

The Cora B. Miller Company, Indianapolis, Ind.; objects, manufacturing and selling proprietary medicines, remedies and facial preparations; capital, \$10,000. Incorporators: Frank D. Miller, Cora B. Miller and Nellie Haroho.

Brooklyn Consolidated Drug Company, Brooklyn, N. Y.; objects, manufacturing and dealing in drugs and chemicals; capital, \$10,000. Incorporators: John G. Wischerth, C. F. Dyna, John O'Halloran, Thomas D. McElhenie, Thomas J. France and Gustav Brandus, all of Brooklyn.

Died.

ABBENGER.—In Minneola, Fla., on Thursday, August 6, Benjamin Abbeneger, formerly of Madison, Ind.

COOPER.—In Providence, R. I., on Thursday, August 13, Charles Andrews Cooper, in the sixty-ninth year of his age.

CORT.—In Huron, S. Dak., on Monday, August 8, Charles E. Cort.

FINLEY.—In Atlanta, Ga., on Monday, August 10, Dr. C. H. Finley, in the thirty-sixth year of his age.

GARRIGAN.—In Newark, N. J., on Friday, August 7, Owen F. Garrigan.

HANEY.—In Rosendale, Mo., on Sunday, August 9, Sheldon Haney, in the thirty-second year of his age.

HENDERSON.—In Paoli, Ind., on Wednesday, August 5, John M. Henderson.

LEVY.—In Burnside, Connecticut, on Sunday, August 16, Julius Levy, in the seventieth year of his age.

SHAEFFER.—In Prescott, Pa., on Sunday, August 9, William Joseph Shaeffer, of Philadelphia, in the sixty-first year of his age.

THOMAS.—In Provo, Utah, on Sunday, August 9, Fred L. Thomas, of Springville.

UDE.—In St. Louis, Mo., on Thursday, August 6, George Ude, for fifteen years president and chairman of the Board of Directors of the St. Louis College of Pharmacy.

WEST.—In Baltimore, Md., on Saturday, August 15, Erasmus West, in the sixty-sixth year of his age.

GREATER NEW YORK

C. E. Tamkin, the Brooklyn representative of Schieffelin & Co., is spending his vacation with his wife in Nova Scotia.

The Bushwick Pharmaceutical Association is preparing for the annual outing on the 21st of this month at Chappell, Queens County.

Joseph Weinstein, president of the New York Retail Druggists' Association, is with his family at Seabright, Coney Island, for the summer.

R. Schenck, of the Schenck Drug Company, Broadway, will spend most of the current month in Europe, as usual, combining business with pleasure.

M. G. Hepworth, manager of Hegeman & Co., 200 Broadway, and F. G. Leslie, manager of the drug department of the same firm, are enjoying a two weeks' vacation.

The new regulations governing the storage and sale of combustible drugs and chemicals, details of which appeared in the last issue of the *AMERICAN DRUGGIST*, will take effect on August 24.

The Ki Ki Remedy Company, of 261 Broadway and of Cincinnati, manufacturers of a nerve tonic, have made an assignment. The firm's liabilities are given at \$5,203; nominal assets \$6,149, and actual assets \$1,307.

Dodge & Ilcott, of 84 William street, this city, will soon build a new and much larger factory than their present plant in Brooklyn. The new factory will be located at Bergen Point, N. J., will employ a hundred men and will have a dock of its own.

At the last regular meeting of the German Apothecaries' Society Dr. Albert H. Brundage, president of the New York State Board of Pharmacy, was honored by election as *ausserordentliche mitglieder* (extraordinary member). Dr. Brundage has just returned from a brief vacation spent in the Neighborhood of Boston.

John C. Stubenrauch, a drug salesman, of No. 944 Trinity avenue, Bronx Borough, has filed a voluntary petition in bankruptcy, with liabilities of \$10,516.41 and assets \$100. Among the largest creditors are Schieffelin & Co., \$474.87; the C. N. Crittenton Company, \$475; Howard Menn, \$6,193.37, and F. C. Anthes, \$1,000.

A new pharmacy, to be known as the Manhattan Pharmacy, is to be opened soon at No. 409 Broadway. H. W. Hall, of Cincinnati, is president, and Catherine and A. I. Schrenck-helsen are, respectively, vice-president and secretary-treasurer. The manager of the new store will be J. E. Doring, formerly of the Haas Pharmacy and of Daggett & Ramsdell.

Merck & Co., of this city, announced last week that they had purchased the works of the Herf & Frerichs Chemical Company, of St. Louis, with the exception of the ammonia plant, which the latter firm will continue to operate. The main offices of Merck & Co. will still be located here, and their works at Rahway, N. J., and at Darmstadt, Germany, will not be moved; but the firm's branch at Chicago will be removed to St. Louis.

Among the out of town visitors to the local drug market recently were J. M. Tague, of the Van Vleet-Mansfield Drug Company, Memphis, Tenn.; E. B. Norton, of Birmingham, Ala.; R. L. Palmer, of Atlanta, Ga.; Adolph Suro, of Ponce, Porto Rico; G. P. Norgren, of Sherburne, Minn.; George Worley, of Worley & Son, Covington, Ohio, and J. T. Smith, of Scranton, Pa.

Appraiser of the Port Whitehead has received an order from the Treasury Department for the reinstatement of Dr. Jewett, examiner of drugs at the Public Stores, who was dismissed from the customs service without notice. He will now be given an opportunity to answer written charges and know on what grounds he was summarily dismissed. It is generally understood, however, that he will be formally reinstated and then immediately suspended in conformance with the Civil Service regulations, pending an investigation of the charge or charges against him. Leading chemical and dyestuff houses of this city are making every effort to have him retained in the service.

The Brooklyn Consolidated Drug Company has been incorporated, papers having been filed with the County Clerk in Brooklyn. The company has been formed for the purchase, manufacture, importation, sale and use of drugs, medicines and chemicals. Full details of the movement were given recently in these columns. The capitalization of the company is \$10,000, divided into 100 shares each, and the main office of the new concern will be located in Brooklyn. Fifteen directors have

been chosen to serve for the first year, John G. Wischerth, of 1076 Bedford avenue, heading the list.

A lively cut-rate war is on among the big cutters of lower Broadway. Most of the firms are members of the Drug Merchants' Association, which has been maintaining a cut-rate schedule. This has been broken away from and prices are being slaughtered. Some of the large concerns say that the Broadway Drug Company started the trouble, while the latter claims that the rate war was precipitated by the other firms, notably the Corporation of Hegeman & Co. A few of the articles that are being sacrificed are Peruna, 57 cents; Isterine, 59 cents; Carter's, 12 cents; Pinkham's, 58 cents; Warner's, 58 cents, and Mennen's, 12 cents.

The Virginia-Carolina Chemical Company, commonly known as the Fertilizer Trust, decided at a meeting of the directors last week to pass the dividend on the common stock. The company was in need of additional working capital and therefore applied to J. P. Morgan & Co., who organized a syndicate, including Blair & Co., the First National Bank, the Morton Trust Company, the National City Bank, the National Park Bank and the Bank of America to advance to the company from time to time, as required, amounts sufficient for the company's needs. It is understood that this bankers' syndicate insisted that the payment of further dividends on the common stock be suspended until the loan had been liquidated in full.

The Treasury Department has appealed from the decision of the Board of United States General Appraisers, on July 31, in the matter of the protest of the Roessler & Hasslacher Chemical Company, wherein it was held that certain ferro-chrome, ferro-vanadium, ferro-tungsten, and ferro-molybdenum were properly dutiable at the rate of \$4 per ton by similitude to ferromanganese, under paragraph 122 of the tariff. The appeal is based on the fact that, subsequent to the decision referred to, the United States Court of Appeals for the Third Circuit, in the case of *Hempstead vs. the United States*, held that similar merchandise was dutiable at the rate of 20 per cent. ad valorem, under Section 183 of the tariff, as metal, unwrought.

N. W. Hoffman, the general organizer of the National Association of Retail Druggists for New York and vicinity, ran into town the other day to attend to a few minor matters connected with the effort now being made to whip the department stores into line, and after transacting this business proceeded to Boston, where he is working to adjust some difficulties connected with the trading stamp evil. He has organized another association in Connecticut, the Norwich Retail Druggists' Association. Besides Norwich the association includes in its membership the druggists of the neighboring towns of Tefta, Baltic and Jewett. The officers are: N. D. Seven, president; H. J. Steiner, vice-president; Charles C. Treat, secretary; H. Y. Lerou, treasurer.

William Blaikie, the veteran pharmacist of Utica, sailed from New York on July 25, for a six weeks' visit to Scotland, his native country. He was accompanied by his daughter Margaret. They went direct to Glasgow by the new steamship "Columbia," of the Anchor Line, and it is their intention to make numerous tours through the far-famed Scottish scenery when they reach the other side. Mr. Blaikie is president of the St. Andrew's Society, in Utica, and some 12 or 15 of its members accompanied him to the station and gave him a hearty send-off. Surrounding him they sang the concluding stanza of Auld Lang Syne in true Scotch style and with a good deal of spirit. Mr. Blaikie is an honored member of the New York State Pharmaceutical Association, and is held in high esteem as one of its founders.

Committees of the State Association.

President William C. Anderson, of the New York State Pharmaceutical Association, has named the following committees for 1903-1904:

Legislation.—William C. Anderson, Brooklyn; William H. Rogers, Middletown; William Muir, Brooklyn; George Kleinau, New York; George E. Thorpe, Syracuse; Warren L. Bratt, Albany; Thomas Stoddart, Buffalo.

Transportation.—George Reimann, Buffalo; J. A. Kreiger, Salamanca; William R. Mandelbaum, New York; Albert Hamilton, Elmira; James E. Huested, Albany; Clark Z. Otis, Binghamton; Rufus E. Smith, Syracuse; C. S. England, Utica; Charles H. Butler, Oswego.

New Remedies.—Thomas J. Keenan, New York; Willis G. Gregory, Buffalo; George C. Diekman, New York.

Pharmacy and Queries.—Frederick P. Tuthill, Brooklyn; Burt E. Nelson, Binghamton; William A. Dawson, Hempstead.

Adulterations.—Henry W. Schimpf, New York; Edgar L. Mayo, Elmira; Charles D. Hibley, Syracuse.

Commercial Interests.—Judson B. Todd, Ithaca; Thomas W. Dalton, Syracuse; Oscar Goldmann, New York; Daniel J. Wood, Amsterdam; Oscar C. Kleine, Jr., Brooklyn; Ulrich Weisendanger, Yonkers; S. A. Grove, Buffalo; Byron M. Hyde, Rochester; Silas W. Tobey, Jr.,

Hudson: Gordon L. Hager, Rome; Peter J. Lutz, Elmira; Charles F. Brown, Cortland; Carman R. Lush, Hempstead; Joseph V. Downs, Illion; Charles F. Fish, Saratoga Springs; John E. Wyman, Gloversville; A. S. Van Winkle, Hornellsville; R. C. Tuthill, jr., Middletown; Orrel T. Larkin, Plattsburg; Clinton E. Williams, Ogdensburg; Edgar C. McKallor, Binghamton.

PREPARING FOR NEXT YEAR'S MEETING.

Local Committees Named for the 1904 Meeting of the N. Y. S. P. A. at Brighton Beach.

In response to an invitation sent out by Secretary S. V. B. Swann, of the Manhattan Pharmaceutical Association, representatives of the various local pharmaceutical societies journeyed to Brighton Beach, Coney Island, on Tuesday afternoon, July 28, and attended a meeting in one of the committee rooms of the Brighton Beach Hotel, where plans were discussed and committees appointed for the entertainment of the members of the New York State Pharmaceutical Association, which is to hold its twenty-sixth annual convention at the Brighton Beach Hotel during the third week of June, 1904. The conference was attended by President W. C. Anderson, Brooklyn; S. V. B. Swann, Manhattan; O. C. Kleine, jr., Brooklyn; Peter Diamond, Manhattan; President Henry Imhof, of the German Apothecaries' Society, Manhattan; President Joseph Weinstein, of the New York Retail Druggists' Association; Joseph Kahn, of the Drug Clerks' Circle, Manhattan; Abraham Bakst, Manhattan; Frederick Borggreve, Manhattan, and A. L. Goldwater, of the Greater New York Pharmaceutical Society, Manhattan.

Peter Diamond was chosen chairman of the conference, and S. V. B. Swann was made secretary. After a general discussion relating to hotel arrangements and the naming of committees and their scope and purpose, an Executive Board of the local Entertainment Committee was proposed, and the following members being nominated were elected:

Executive Committee.—Chairman, William Muir, Brooklyn; vice-chairman, Peter Diamond, Manhattan; secretary, S. V. B. Swann, Manhattan; treasurer, Carl Schur, Manhattan; A. L. Goldwater, J. Kahn.

The following sub-committees were then named in order as follows:

Finance Committee.—Chairman, Oscar Goldman; F. P. Tuthill, Thomas P. Cook, Charles S. Erb, Max Mariamson, Joseph Weinstein, Louis Epstein.

Entertainment Committee.—Chairman, Fred. Borggreve; A. Bakst, A. Clayton Searles, David Kantor, Henry Imhof, I. Lewin, A. E. Hegeman.

Printing Committee.—Chairman, A. B. W. Firman; E. C. Goetting, H. Kantrowitz, G. Finkston, O. C. Kleine, jr.

Badge Committee.—Chairman, O. C. Kleine, jr.; George H. Hitchcock, F. P. Tuthill.

Press Committee.—Chairman, Thomas J. Keenan; Ezra J. Kennedy, Charles L. Robertson, John H. Snively, William J. Robinson.

Women's Entertainment Committee.—Chairman, Mrs. W. C. Anderson; Mrs. F. Hirseman, Mrs. S. V. B. Swann, Mrs. O. C. Kleine, Mrs. T. J. Keenan, Mrs. F. P. Tuthill, Miss Jennie Muir, Mrs. A. L. Goldwater, Mrs. C. S. Erb, Mrs. J. Weinstein, Mrs. J. Kahn, Mrs. Carl Schur, Mrs. A. Tscheppe, Mrs. H. Kantrowitz, Mrs. H. Imhof.

A general Reception Committee was formed and named on this were the principal leading wholesale and manufacturing pharmacists of New York, with F. P. Tuthill, Brooklyn, as chairman. The following list was announced by the secretary: Theodore Welcker, Timothy L. Woodruff, Ashbel R. Elliott, Herbert D. Robbins, W. J. Schieffelin, Thomas P. Cook, Clarence G. Stone, W. O. Allison, D. O. Haynes, Edward G. Wells, George J. Seabury, R. M. Johnston, Horatio N. Fraser, Emil Levi, Albert Plaut, Carl Brucker, Otto P. Amend, J. Wackerberg, Jacob Well, John H. Stead, C. W. Griffith, E. W. Fitch, W. P. Ritchey, Ernest Stauffen, William R. Warner, jr., E. H. Squibb, and others yet to be named.

E. Clark King, the proprietor of the Brighton Beach Hotel, attended the conference, and very courteously offered to answer any questions that the committee might choose to ask him regarding the accommodations for the meeting. A record-breaking attendance is looked for next year, and Mr. King assured the committee that he was in a position to board as many as 4,500 guests a day, while there were sleeping accommodations for upward of 400. A special rate of \$3.50 a day on the American plan has been made for the members of the New York State Pharmaceutical Association and their friends, which means a considerable concession from the regular rate. Mr. King accompanied a party of the local committee through the basement, kitchens, pantries and cold storage rooms, and the laundry, and the visitors derived an excellent impression both

of the vast resources of the hotel and the splendid hygienic conditions surrounding the preparation of food for the table.

A local Transportation Committee is to be named by the president of the Commercial Travelers' Auxiliary of the New York State Pharmaceutical Association, whose duties are to consist of caring for the up State members as they arrive in New York. The members of this committee will wear special badges.

WESTERN NEW YORK.

Weather Does Not Favor Buffalo Druggists, But the People Do Not Complain—Cut Rates Prevail—Pharmacists Prominent in Politics—Thomas Stoddart May Run for Office of City Treasurer—George Reimann a Possible Alderman—A Druggist Who is Branching Out—Scarcity of Drug Clerks.

(From our Regular Correspondent.)

Buffalo, August 20.—There is still complaint among the Buffalo retail druggists that the season is not kind to them, there being very little really warm weather and an excess of rain, with no special reason for an unusual use of drugs. So the best that can be said is that the summer is going without much to recommend it from the drug counters. The good public may take quite a different view of the case and doubtless does, for there is no complaint from that direction. It may even be accused of indifference to the cut rates on well-known goods, which seem to be quite the rule now, though a semblance of maintaining a regular price is kept up. The display of the word "cut" in new places about drug stores is further evidence that the lines are not drawn as closely as they used to be. It is too bad, for the retail stores do not multiply as they used to, and it is a fact that the average profits in the business are not what they should be.

PHARMACEUTICAL FISHERMEN.

George Reimann, secretary of the Western branch of the State Board of Pharmacy and various other things, the only Buffalonian who went to the A. P. A. meeting at Mackinac, is inclined to make a few remarks in regard to the fish that he and Dr. Anderson, president of the New York State Pharmaceutical Association, caught during a lucid interval that the two ran away to enjoy during the meeting. Their sort of pharmacy seems to have pleased and beguiled the perch of Lake Michigan, and the response to their advances was such that they were fairly glad to carry in their catch on a pole borne on their shoulders.

INTERSTATE RECIPROCITY IN LICENSURE.

Chairman George Reimann, of the A. P. A. Committee on Boards of Pharmacy, is very enthusiastic over the plan of getting up a system of license exchange between the various boards the country over. He feels the humiliation and injustice in the case of a lifelong druggist who moves out of his district or State and finds that he must pass an examination before he can carry on business there. Quite possible he cannot pass the board, and then he is on the shelf, though he may really know many times as much of the business as the young fellow who has been studying up for the ordeal. The chairman will call a meeting of the committee in time to formulate a plan for presentation to the association at the convention next year in Kansas City.

Burglars entered the Main street drug store of Horace P. Hayes, of Buffalo, the other night, getting in through a side window, and stole about \$5 in change that had been left in the till. Nobody was captured for the job.

The only drug store change in Buffalo reported for August is the sale of the Diefenbach Pharmacy in the stock yard district of William street to Henry Mauer, who was for some time in the Borget Pharmacy on Broadway, but seems to have been out of the business of late.

THE AUGUST OUTING.

The Buffalo druggists are giving much attention to the preparations for the August outing around Grand Island, over 100 people being expected to attend. The ball game is expected to be something terrific this year.

COUNCILMAN STODDART WANTED FOR CITY TREASURER.

The druggist in Buffalo politics is the new feature of the trade. Since Councilman Thomas Stoddart expressed a doubt whether he would accept the nomination to the office of City Treasurer his constituents have declared that they must have his staying qualities and general influence in the campaign, and will insist on his nomination. Alderman McEachren will be a

candidate for renomination in the Twenty-third Ward. He deserves it by the good work he has done. And now they have slated George Helmann for Alderman in the Twelfth Ward and Seward Peterson in the Third. Both ought to make good officials. Mr. Reimann is a host wherever he goes, and will be sure to make a great run, which means an election easily.

A DRUGGIST WHO HAS OTHER INTERESTS.

The Buffalo druggist who seems to be about as well fixed as any of them is Horace P. Hayes, who has long owned three good retail stores, and knows how to make money in them. He buys most of his goods at first hands and enjoys a large trade. He said the other day that he was quite as deeply interested in some other things as he was in the drug trade. He has one of the best farms in Western New York, and prides himself on his herd of Guernsey cows, not forgetting to give his friends a reminder of the vegetable side of the business by bringing into the city occasionally an elegant greenhouse plant that would be the envy of a professional florist. He has a fine pineapple plantation below the frost line in Florida, and is one of a syndicate that has taken up a large tract of land in the Cuban Isle of Pines, which he is preparing to visit in a few days. The plan is to go into the raising of tropical fruits, as it has been found that oranges can be shipped to New York considerably cheaper than they can from either California or Florida.

SCARCITY OF DRUG CLERKS.

It looks as though the drug clerk was running out as a class from the way the last set of licentiates by the Western Branch Board of Pharmacy has been taken up. W. R. Schooley has engaged with E. H. Breckon, of Buffalo, O. E. Tannhauser is with DeCoursey Rose, William Naish is with Smither & Thurstone, R. B. Aylesworth has a position in the Weaver store, F. S. Grotjam has engaged at the Seisser store, M. H. McCoach is at the Cleveland store on Forest avenue, John Buettner, Joshua Steelberg and L. A. Borget are in the stores of C. J. Dwyer, L. R. Blackney is manager of the Davidson store on Grant street, H. D. Stilwell is at the Elite Pharmacy on Upper Niagara street, and so on. Not all of these are last month's licentiates, but most of them are, so that it is time the mill was grinding again, though it will not start up till September 16.

NO DECISION IN THE HOAG CASE.

The Western Branch of the State Board of Pharmacy has made a record in the close watch it has kept on the interests of the public. Already for the year it has collected \$700 in fines, and has a number of cases pending that will mostly go over till fall. Judge Cruse has not yet rendered a decision in the important case of Hoag Bros., of Middleport. The offense in this case is not the principal point, but the objections raised by the counsel for the defense involve much. If one complaint at a time must be taken up, and if a fine in a civil action makes a criminal case of it so that a person cannot be held for the acts of his partner the case will have to be tried over again.

MINOR NOTES.

H. M. Grove & Co., of Buffalo, have bought the drug store of W. S. & J. J. Patterson, of Batavia, and have engaged H. S. Vaughan as clerk.

The Buffalo druggists have given up the idea of going inland in search of recreation, as was at first planned, and will go around Grand Island on August 21, not forgetting their old stamping ground at Edgewater, where they will stop for the usual ball game. A large steamer has been engaged. Mr. and Mrs. George Reimann, both of whom take great interest in the annual outing, have gone to the A. P. A. meeting, but will be back in time.

NEWS OF THE TRAVELING SALESMEN.

The tooth brushers of the Florence Mfg. Company took a new position in Buffalo stores following the visit of the regular salesman, George R. Spear, late in July.

E. O. Norteswung around again late in July, and sold another big lot of the pharmaceutical specialties of Lilly, of Indianapolis, well maintaining his former record.

F. L. Washbourne began August by selling the Buffalo druggists another very satisfactory lot of the pharmaceutical specialties of W. J. Bush & Co., of New York, and went his way rejoicing.

Woodworth's Imperishable perfumes are not excelled, so runs the legend on the advance cards of W. J. Marshman, the regular salesman of these specialties on the road, who is also well in the lead in his line. He was in Buffalo early in August.

MASSACHUSETTS.

Druggists' Illuminated Mortar Makes Trouble—Selectmen and Road Commissioners at Odds Over It—Branch Managers of the American Soda Fountain Co. Visit Headquarters—Druggists Enjoying Vacations—More Drug Store Thefts.

(From our Regular Correspondent.)

Boston, August 20.—There is a controversy at Clinton over the subject of an illuminated mortar, the property of Merchant & Wilcox. This sign was removed some two years ago by the Superintendent of Streets, who was later arrested on a charge of larceny, found guilty, fined \$15, appealed, and the case was subsequently quashed in the Superior Court. Now the Board of Selectmen has voted permission to the firm to hang out the mortar again on the ground that it is a street light. The Road Commissioners deny the right of the Selectmen to interfere, and sent Mr. Wilcox, the proprietor of the store, a notice stating that if he hung out the mortar the board would remove it and begin injunction proceedings. The Selectmen are acting on the advice of the Town Solicitor, and the Road Commissioners have retained an independent firm of lawyers. The latter board is desirous of making a test case.

DELEGATES TO THE N. A. R. D. CONVENTION.

Retailers are beginning to discuss the coming convention of the N. A. R. D., at Washington, D. C., October 5-9. The delegates from the M. S. P. A. to this convention are W. J. Bullock, of New Bedford, and L. G. Heinritz, of Holyoke. Alternates: G. M. Hoyt and L. A. Lamson. President Flynn, of the M. S. P. A., an active supporter of the N. A. R. D., thinks that the meeting will be attended by both delegates and alternates. Dr. Hoffman came in from New York recently to look the local field over.

A CALL ON THE GOVERNOR.

A delegation from the M. S. P. A. recently called on the Governor for the purpose of submitting the names of three persons, indorsed by the association and eligible for appointment to the Board of Pharmacy. The delegation comprised C. P. Flynn, Boston; G. C. Cobb, East Boston; L. G. Heinritz and J. J. Curran, Holyoke; Dr. Cockran, Hudson; L. A. Lamson, Hopedale; J. S. Guerin, Worcester; William D. Wheeler, Boston; G. G. Kilburn, Newton; W. W. Bartlett, Boston, and Representative W. J. Bullock, of New Bedford. The presentation was made by President Flynn, who submitted the names of F. A. Hubbard, Newton; A. G. Guyer, Hyannis, and T. B. Nichols, Salem. The Governor took the matter under advisement. The subject of representation on the Board of Health was also considered, but as it was too late to influence to appointment this year it was agreed to resubmit the matter at the proper time next year.

STATE MANAGERS VISIT HEADQUARTERS.

The American Soda Fountain Company are pursuing the old policy inaugurated several years ago of having the managers of the different offices visit the Boston factory at least once a year. This enables the visitors to keep in closer touch with the improvements and up to date methods, and to give the trade in their several districts the benefit of their knowledge. Among the representatives who have recently been here are: R. W. Walker, manager of the Chicago office; Del Simmons, in charge of the Kansas branch; B. E. Munch, assistant manager, with headquarters at Atlanta, is on his first visit to the Hub; an old timer, George Sturgis, accompanied by Mrs. Sturgis, is combining business with recreation. Mr. Sturgis looks after the trade in Texas, Oklahoma and Arkansas. George C. Norcross, whose headquarters is at New Orleans, is also here.

DRUGGISTS ON PLEASURE BENT.

The vacation season is on, and many proprietors and clerks are enjoying their outings. Henry A. Pushard, of Grafton, has gone to his former home in West Dresden, Maine. R. T. Fournier, clerk for A. Y. Brunelle, is in Maine for a two weeks' rest. Henry F. Chase, of Attleboro, is enjoying the cool breezes of Harwich. Edward F. McCaffrey, clerk for H. A. Wilcox, Worcester, is at Waushacum for two weeks. George Fox, clerk at H. A. Burdett's, Clinton, is now on his vacation. John Kershaw, who clerks for John P. Murphy, North Andover, is at Portsmouth, N. H., for a rest. Herbert Dow, clerk at Hankin & Christie's store, Haverhill, is back at work after two weeks at the Arlington, Hampton Beach. A. J. Brunelle, of Fall River, is away for two weeks, a part of which will be spent in

Maine. Henry Mahoney, clerk at the Wheeler-Hill Pharmacy, Quincy, has been at Nantasket Beach, where he had a narrow escape from drowning. Clifford Ramsdell, of the wholesale trade, New York City, is being entertained by relatives in Whitman. Wallace Courtney, who clerks at Dana's store, Franklin, is sojourning at Boothbay, Maine. George F. Fosdick, of the sales staff of the American Soda Fountain Company, is at Camden, Maine, for a respite from business cares. Charles E. Marble, advertising expert for this last named concern, is at Buzzard's Bay for the month of August.

Charles C. Goodwin, of the Eastern Drug Company, spent the month of July at Menant. William W. Cutler, of the same firm, is just now at Bass Rock, Gloucester. Of the office force of this concern, C. E. Harrington spent his vacation at the beaches, and Charles H. Perry is absorbing Granite State air at Epping. Prof. Wilbur L. Scoville, of the M. C. P., is for a camping rest this year, first at Lake Sunapee, N. H., and later at Newport. Mr. Edwin W. Shell, of the J. Metcalf Company, has recently returned from his outing at Raymond, N. H. W. J. Dooley, of the sales department of the American Soda Fountain Company, is preparing for another attack upon retailers by a well-earned visit in the country. W. B. Berry, who also represents this concern on the road, has followed his summer's respite by a few days in town to prepare for a strenuous campaign in northern New England States. John G. Godding, treasurer of the M. C. P., is at Bald, Me., and Charles J. Simpson, his head clerk, returned a short time ago from Brunswick, Me. Mr. Hillberg, of Brockton, and family, are at Pocasset for three weeks. J. T. Wetherald, treasurer of the United Drug Company, is at Beach Bluff for a few weeks.

BAY STATE DRUGGISTS A MARK FOR THIEVES.

Drug store thefts still continue. Three boys were caught in what seems to be an attempt to steal from the store of Frank Randall Brockton. One of the boys was turned over to an officer by Mr. Randall. Lynn druggists have had reason to remember burglars this season. Bulfinch's store, corner of Lewis and Cherry streets, is the latest pharmacy entered. They secured \$10 in cash. Haverhill's drug faction is also alert to thieving, as three stores in that city were entered in one week during the latter part of July. July 28 the store of J. H. Mitchell was entered at night by prying open a window. The cash drawer was rifled, and a small amount of money secured. Cigars and tobacco were also taken. The thieves were frightened while at work, and making a hasty exit successfully eluded all attempt to intercept them.

TALKED ABOUT.

Louis P. Standley is working for Mr. Delaney, at Beverly.

Frank Horton, of Salem, is clerking at Guillo's drug store, Taunton.

Prof. W. L. Scoville is to be the editor of the new journal of the A. A., of the M. C. P.

The West Warren Pharmacy will close from 1 to 6 o'clock p.m. Sundays during August.

L. E. Robillard, of Gardner, is in Canada, where he was called by the sudden death of his father.

M. L. Pronix, of Fall River, has moved his place of business to the corner of East Main and Peckham streets.

Harry S. McDaniels, a clerk for Mr. Paine, of Newtonville, was recently married to Miss Edith Kent McMann.

Cholera morbus is raging in Lowell, and the druggists of that city report unparalleled sales of remedies for this disorder.

Smith & Murphy are to have a new store at New Bedford, for which the American Soda Fountain Company are to supply the apparatus.

The books of A. G. Durgin, of Winchendon, were recently examined by the Chief of Police, and compared with the books of a local express office.

The American Soda Fountain Company have recently shipped new apparatus to C. H. Goldthwaite, of Brockton, and the Collins Drug Company, Westerly, R. I.

Louis P. Collet, of Worcester, who was made dangerously ill by a dose of morphine, is now much improved in condition at the hospital where he was treated.

Harvey S. Garcelon, formerly in business at West Somerville, is now in charge of the prescription department at Klein's, corner of Tremont and Boylston streets. He is on duty nights.

PENNSYLVANIA.

No Complaint of Dull Times in Philadelphia—Druggists Retaliate Against Church People Who Oppose Sunday Opening—Interesting Developments at Wilkesburg—New Actuary for College of Pharmacy—Business Quiet—Prices No Lower.

(From our Regular Correspondent.)

Philadelphia, August 20.—The retail druggist who pays no attention to the stock market is coining money. For the first seven months of this year the drug business in this city has been exceptionally good. There may be declines in railroad and industrial stock values, but there has been enough sickness to offset any weakness in other business. During this year there will be more improvements made and a greater number of new drug stores opened than ever before. Wherever there are rows of new dwellings going up one building has been selected for a druggist. Besides many of the retailers have got out of the habit of refitting an old store, and some of the new ones are as attractive as any one could wish.

TESTING AN OLD RULE.

It is a poor rule that doesn't work both ways. This is what the druggists throughout the State think who have been arrested for keeping open on Sunday. A number have determined to make an issue of the action of the Sunday observers, and they will either be allowed to keep their stores opened or many of the leading churches will not be allowed to have paid choirs. In the vicinity of Pittsburg there is a small town called Wilkesburg. In this city a crusade has been made against the sale of soda water in the drug stores on Sunday. The old blue laws are being enforced, but a turn in the affairs was made on July 26, when the druggists had representatives in every church that had a paid choir. A Justice of the Peace kept his office open, and at 20 minutes after midnight suits were filed against the singers who appeared on Sunday. It is intended to carry the warfare on until the church people know how to discriminate.

COMMITTEES OF THE STATE ASSOCIATION.

The following committees have been appointed by William O. Frailey, president of the Pennsylvania Pharmaceutical Association:

Committee on Legislation.—William L. Cliffe, Philadelphia, chairman; J. H. Redsecker, Lebanon; M. N. Kline, Philadelphia; Charles T. George, Harrisburg; C. N. Boyd, Butler; J. M. Baer, Philadelphia; H. W. Zeamer, Columbia.

Committee on Trade Interests.—Charles Leedom, Philadelphia, chairman; Edwin E. Frontz, Williamsport; J. H. Knouse, Harrisburg; Frederick S. Nagle, Wilkes-Barre; Frank T. Wray, Apollo; Frank E. Dennis, Carbondale.

Committee on Adulterations.—D. J. Thomas, Scranton, chairman; J. W. Rewalt, Middletown; D. M. Krauser, Milton; R. H. Lackey, Philadelphia.

Delegate to National Wholesale Druggists' Association.—Miers Busch, Philadelphia.

Delegates to National Association of Retail Druggists.—William McIntyre, Philadelphia; E. E. Heck, Pittsburgh.

Delegates to Medical Society of Pennsylvania.—Prof. Joseph P. Remington, Philadelphia, chairman; J. H. Redsecker, Lebanon; Dr. J.

ACTUARY OF THE PHILADELPHIA COLLEGE OF PHARMACY APPOINTED.

The trustees of the Philadelphia College of Pharmacy have selected James S. Beetem as actuary of the college. Ever since the death of Mr. Stem the college has had no permanent actuary, a temporary one being in charge. As the time for sending out the prospectus is drawing near and the college will soon open, it was deemed essential that a permanent secretary should be chosen. There were a number of applicants, but it was soon discovered that the majority of the members were in favor of selecting Mr. Beetem. The new actuary graduated from the college in 1878, and ever since has kept in close touch with it. For a number of years he conducted a drug business in Wilmington, Del., at one time having two drug stores in that place. Recently he disposed of them. It is said every effort is to be made to make the matriculating class this year the largest in the history of the college. Most of the faculty are away for the summer. Professor Remington is at his country home at Long Port, where he is engaged on the work on the new Dispensatory.

BUSINESS QUIET.

For the best part of this month there has been a falling off in the demand for drugs. This has been brought about by the absence of so many people from the city. Besides, there has been a great falling off in the demand for filling prescriptions, which tends to show that there has been an improvement in health. However, the people who are afflicted with hay fever and cannot get away are keeping a number

of druggists busy putting up such medicines as will give them relief. During the dull period a number of retail druggists have taken advantage of the lull to make some necessary repairs. It is believed that at the present time there is more work being done to the drug stores than ever before.

PRICES KEPT UP.

Although there is little being done by the Retail Drug Association, the officers are by no means sleeping, and a close watch is being kept on all druggists who show a tendency to sell below the prices agreed upon by a majority of the members of the association. It is said very few complaints have been made in regard to the retail druggists cutting prices. It is believed that in the fall there will be no trouble in getting the druggists to agree to make another advance. The present list is only a temporary one, and it has worked so well that further advances are contemplated.

NEWS OF THE TRADE IN PHILADELPHIA.

M. D. Thomas of Scranton, Pa., was in town during the week.

W. F. Steinmetz, 2838 Girard avenue, is confined to his bed with a severe attack of rheumatism.

Druggist R. T. Young, of Seventeenth and Chestnut streets, has assigned for the benefit of his creditors.

A. A. Gracey has opened a new store at Fifty-second street and Haverford avenue.

H. A. Nolte has moved for the summer to Atlantic City, where he will personally conduct his Pacific avenue store.

Walter F. Ware is making an extensive addition to his already large establishment.

C. J. Biddle has taken up his summer home at Lavalette, N. J.

W. F. E. Stedem is spending the summer at his cottage at Atlantic City.

H. Loveland, formerly of Paterson, N. J., has purchased Dr. A. D. Cuskaden's drug store at Chelsea, near Atlantic City. N. J.

J. W. Pechin, of Thirteenth street and Columbia avenue, has been severely ill, but is reported to be on a fair road to recovery.

D. E. Bransome has changed his original plan of spending his vacation in Europe and leaves on the 15th for the Bermudas, returning in about 10 days.

B. Frank Davis, of Passayunk avenue and South street, is making a tour through the South, stopping at all the principal cities.

The Elite Pharmacy has opened a drug store at Fifty-first and Arch street. It has been fitted up in a handsome manner, the fixtures being of mahogany.

A. Shreve, of Twenty-fifth and Ridge avenue, has given up business and has accepted a position with I. Cohen, at the Reading Terminal.

H. Fenner, Broad and Columbia avenue, is putting in what will be considered the handsomest soda fountain in Philadelphia. It is to cost \$10,000.

R. J. Burton, 1306 Girard avenue, has been confined to his home for six months. He is gradually growing better, and is expected to be able to resume business within a short time.

G. B. Evans, who has purchased the store at Seventeenth and Chestnut streets formerly owned by R. T. Young, has temporarily closed it for extensive alterations.

Stoever's Broad Street Station store has been refitted with a unique soda apparatus, which not only gives him more room, but presents a very striking and handsome appearance. The syrups, draft arms, etc., are under the counter, the wall being finished with mirrors and white marble.

M. N. Kline, president of the Smith, Kline & French Company, has started on a tour of the New England States and part of Canada. He will spend most of his vacation in Nova Scotia.

F. Hughes, Fifteenth and Oxford streets, has purchased the property on the southwest corner, which he is altering for a store. Mr. Hughes expects to occupy his new place early in September.

R. T. Blackwood of Fifteenth and Thompson streets is tearing out his old fixtures and putting in new. He expects to have the store completed in about two weeks, when it will rank with the handsomest stores in that section of the city.

A. Swisher, J. & J.'s representative in the coal regions, who has lately recovered from a very severe attack of sickness, was in town on the 14th, when he left on a 10-day vacation. Mr. Swisher has the good wishes of his trade, and they are all glad to see him once more fully recovered and again in harness.

A Jolly party, consisting of C. A. McCormick, treasurer of J. & J.; E. Ross, special Eastern representative of J. & J.; A. Stephens of the New York office, and D. E. Bransome of the Philadelphia office, made a trip to Portland, Maine, and had a glorious time among the various islands. They were met in Portland by H. Dewey, the Boston representative, and royally entertained by numerous friends.

G. C. Taggart, who has for a long time conducted a drug store at Sixth and Race streets, is having another built at the southeast corner of Eleventh and Arch streets. For many years this corner was occupied by a saloon and the northwest corner by a drug store. On June 1 the saloon was transferred to the northwest corner, and now on the old site of the saloon is to be one of the handsomest drug stores in the city.

Mr. Francis, a graduate of the class of '83 of the Philadelphia College of Pharmacy, is one of the attractions at Woodside Park. He is a magician of considerable ability. When he graduated from the college he opened a drug store in Lock Haven, but it was not a success. He was always much taken up with magic, but before becoming a professional he invented and manufactured a number of pharmaceutical appliances which have been adopted by the profession.

WESTERN NEWS NOTES.

Charles E. Churchill has started in business at Athens, Ill.

E. M. Schopp & Co. have opened a new store at Brady, Neb.

W. M. Mareau has bought out Mrs. I. F. Trumbull, at Adair, Iowa.

P. A. Griffith, Oshkosh, Wis., has sold out to Chas. A. Behnke.

The Wood Drug Company have succeeded C. L. Carstenon & Co., at Perry, Iowa.

The Hope Chemical Company, of Chicago, have increased their capital stock to \$100,000.

Luman T. Hoy, secretary of the State Board of Pharmacy, of Illinois, is said to be slated for the position of United States Appraiser, to succeed Gen. H. H. Thomas.

James Ruzicka has been put under arrest on a charge of having stolen \$2,000 worth of drugs from the Dyche Drug Company, State and Randolph streets. He was in the employ of the company. J. Bert Galloway, a druggist at Marshfield avenue and Van Buren street, was also arrested on the charge of receiving stolen goods. It is charged that thefts went on systematically for several months.

Otto Schiek, who has been a druggist at 924 Marshfield avenue, told a pathetic story when examined as to his sanity by Judge Pond. Schiek said his father had committed suicide, and that his mother had been in the insane asylum at Kan-kakee for 20 years, during which time he had visited her every month. Schiek said he knew he was becoming insane.

A Testimonial to Professor Otto A. Wall.

During the graduating exercises of the St. Louis College of Pharmacy, an announcement was made which came in the way of a pleasant surprise to the audience. Prof. James H. Beal, of the Scio, Ohio, College of Pharmacy, delivered the valedictory address on behalf of the St. Louis College of Pharmacy Faculty. This was followed by the presentation of prizes and announcement of honorable mention. Then Dr. Beal stated that he had been requested to announce that the graduates of the college had decided to appropriately mark Dr. O. A. Wall's completion of 30 years as professor of materia medica and botany in the college. He said that a testimonial fund was being raised among the graduates, and that it had already been decided to have two life size bronze medallions made of the doctor, one to be placed in the college hall and the other for the professor's home. The arrangements, he said, were in the hands of a committee who are planning for a formal unveiling of the medallions next fall.

We are requested to announce that graduates of the college who have not heard from the committee are invited to communicate with either member of the committee, which consists of Dr. H. M. Whelpley, 2342 Albion place; Prof. Francis Hemm, Grand avenue and Arsenal street; Charles Gietner, 203 South Broadway, all of St. Louis.

OHIO.

Attorney-General Construes the Bishop Beer Decision—Druggists May Sell Preparations Containing Alcohol as Before, Provided They Are Not Sold as Beverages—Outing of the Ohio Valley Druggists' Association—News of the Trade in Cincinnati:

(From our Regular Correspondent.)

Cincinnati, August 20.—Attorney-General Sheets has rendered an opinion to W. R. Ogler, secretary of the State Board of Pharmacy, to the effect that the recent decision of the Supreme Court in the Bishop Beer case, putting a new construction on the Dow law, does not require druggists to pay the Dow tax for selling patent medicines containing malt or whisky unless such medicines are sold to be used as a beverage instead of medicine. This will serve to settle, at least until some dissatisfied person shall go into the courts.

The court did not qualify the decision by stating that such liquors must be sold as a beverage to bring down the Dow law upon the dealer, and the absence of the word beverage is what caused so much anxiety.

The annual outing of the Ohio Valley Druggists' Association at Hartman's Grove, July 21, was the most successful affair of the kind that has yet been held. It was attended by several hundred members of the association, accompanied by their families and friends, who made the excursion on a special train which had been engaged for the occasion. The committee in charge of the arrangements consisted of Frank Freericks, Ed. Voss, A. Hoffman, T. F. Kutchbach, Carl Plath, H. Knemoeller, Alfred De Lang, A. D. Wells, Charles Wiessman, H. B. Walterman, John Bauer, L. P. Holtzauer, Otto Groenland, Emil Zorn and John Linneman. An entertaining programme which had been prepared for the day's amusement was carried out in every detail. The chief features were a boat race for druggists and clerks, a swimming race between druggists and clerks and a number of running races.

Traveling salesmen are on vacations apparently, judging by the few that have been here during July. "Chauncey Depew" Lance, of W. R. Warner & Co., Philadelphia; Wm. Kunz, of Herf & Freericks, St. Louis; "Jake" Blitz, of J. Ellwood Lee Company, Conshohocken; Rich. Johnson, Merck & Co., New York; Messrs. Rossiter, Tracy and Stallman, New York.

The Ohio Valley Druggists' Association has decided to send delegates to the meeting of the N. A. R. D. in Washington, October 5-8. The delegates will not be selected until late this month, and it is not now known how many will attend. Cincinnati druggists and members generally of the Ohio Valley Druggists' Association are displaying considerable interest in the different matters that are scheduled to come before the convention, and there is an unusually large number who desire to represent the local association, and for that reason especial care will be exercised in selecting the delegates.

Cincinnati druggists are taking an active interest in the matter of the projected medical library of the Cincinnati City Hospital. They have taken steps to unite with local physicians in donations from their private libraries, and several have promised liberal financial support to the new undertaking. A number of the desirable collections of books of pharmacy have been offered for the new medical library, and with the very strong probability that they will be accepted. Their addition to the books already on hand will probably result in an alcove or two in the new library being devoted to pharmacy publications.

DRUG STORES CLOSED IN PIQUA.

Every drug store in Piqua, Ohio, was tightly closed on Sunday, August 2, as the result of retaliatory measures adopted by the city saloon keepers. The situation was the result of a 10 o'clock closing ordinance, and the saloon keepers carried out their threats that they would prosecute all persons found guilty of performing manual labor in violation of the Ohio Statutes. There has never been any restriction on the sale of cigars and tobacco on Sunday, but all these stores were closed, and patrons who did not anticipate the situation were compelled to go without. The drug stores have been in the habit of keeping open during certain hours of the day, but they were all closed, and no medicine could be obtained except on a written prescription from a physician and the statement that it was an absolute necessity. Some of the milk and ice men, fearing arrest, made no deliveries, and refused to furnish drug stores with ice. Under present conditions saloon keepers say that as long as they are forced to remain closed, they will not allow any other business to remain open on Sunday.

THE LAW'S DELAY IN THE PISO CASE.

The proverbial delay of the law is strikingly illustrated

in the case that was certified to the General Term of the Superior Court in Cincinnati last week, in which the Piso Company of Warren, Pa., is fighting William L. Voight and others for the alleged infringement on the patent medicine manufactured by the Piso Company. The case has been dragging along in the Superior Court for six years, progress having been interrupted by technicalities that were raised from time to time by both sides. The legal battle shows no signs of abating, and the bill of exceptions in the case contains 4085 typewritten pages and is two feet high. There are numerous exhibits accompanying the bill of exceptions, among which is a box containing 32 empty bottles supposed to have contained the medicine complained of. The bottles are joined together with red tape and the box has enough court stamps and markings on it to put to shame a customs collector at a Chinese port of entry. After the exhibits and bill of exceptions have passed out of the Superior Court, they will be taken to the Supreme Court at Columbus, where the prospects are good for the case being finally determined inside of two or three years. A dozen of the largest firms of attorneys in Cincinnati are engaged on either side.

JOHN D. PARK & SONS WISH TO GET INTO LINE.

As a result of the adverse decision rendered by the Court of Appeals at Albany last week in a test suit brought by the John D. Park & Sons Company of Cincinnati, wholesale druggists, against the National Wholesale Druggists' Association, the Cincinnati firm has promptly taken steps to resume relations with dealers that have been interrupted for a considerable period of time. In a letter addressed to a number of the leading manufacturers of the country, the company say: "In view of the recent decision of the New York Court of Appeals, we have been carefully considering whether we should not hereafter sign and comply with the terms of such contract as the manufacturers require for the sale of these goods. In order to arrive at a conclusion as to our proper course in this respect we would like to inquire whether upon signing such contract as you may require, we can, as long as we comply with its terms, purchase direct from you and on the same terms as other wholesalers, such supplies of your goods as we may desire. In other words, will you in this case resume sales to us without our being members of or being reinstated by the N. W. D. A.? An early and full reply to this inquiry will be greatly appreciated, as it will aid us in determining our future course."

California State Board of Pharmacy.

A regular quarterly meeting of the California State Board of Pharmacy was held at 344 Fourteenth street, San Francisco, on July 16, 1903, and subsequent days. Charles H. Rowley, of Santa Barbara, was elected president, and John Calvert was re-elected secretary. The following were registered as Licentiates by Examination: F. W. Allen, B. Bath, L. E. Carpenter, Slater M. J. Crowley, J. C. Foster, S. A. Goldman, H. B. Stanton, W. W. Stephens, A. Raymond and E. R. Weinspach. Assistants by Examination: W. B. Dunsmore, B. R. Taylor, E. J. Shill, C. E. Veiguth, B. T. Moore, Kath. Nolan, C. Quilty and I. J. Scow.

An opinion of the Attorney-General was read to the effect that the fee must be paid for each examination; and that hereafter the custom of the board in allowing a second examination without payment of another fee must be discontinued. The next regular meeting will be held in Los Angeles, October 6, and in San Francisco, October 13, 1903.

MISSISSIPPI ITEMS.

P. B. King, of Jackson, has completed very extensive improvements in his drug store.

Dr. Chris Herbut may again be seen behind the counters of his pharmacy, in Jackson, after an absence of six months spent at Tulane Medical College, of New Orleans.

The firm of Josh F. Moore, of Meridian, have been changed to Josh F. Moore Drug Company, and are doing both a large wholesale and retail business.

The Southern Grocery & Drug Company, Incorporated, opened for business on July 1, 1903. This is now Jackson's largest wholesale house and is capitalized at \$100,000. The firm occupies two buildings and is to have built in addition a large grain elevator. J. A. Jones is the president and general manager, Eugene Simpson vice-president and assistant manager, J. B. Herin secretary and A. C. Jones treasurer. The company have such a substantial list of stockholders and directors that a great success can easily be looked forward to.

ILLINOIS.

Board of Pharmacy Declare War Against Illicit Cocaine Sales—Law Being More Generally Observed—Inspectors Surprised at the Change for the Better—A Lloyds Insurance Company for Druggists—Cost of Insuring Against Fire May Be Greatly Reduced.

(From our Regular Correspondent.)

Chicago, August 20.—The State Board of Pharmacy has again declared war against the illicit cocaine traffic. It is not believed that the offenses in this direction are anything like as flagrant as they were when the last big crusade was started, but there are still a few who are declared to have made illegal sales. The benefit resulting from the agitation last spring was shown when an inspector was making the rounds recently. He found it difficult to find a druggist who would sell him any cocaine, even in the "yellow belt," where such sales were formerly customary. In some of the stores he received fatherly advice from the proprietor regarding the advisability of breaking off the habit. This was a surprise, and members of the board said they were greatly gratified at the change. Such advice was not received in every store, however, and the few who have given proof that they are violating the law will be vigorously prosecuted. Such prosecutions are now in the hands of the State Board, and it is believed that the board ought to be able to wipe out the cocaine traffic.

LLOYDS INSURANCE FOR DRUGGISTS.

A Lloyd Insurance Company, for the benefit of retail druggists, is on the point of being organized in Illinois. The prime mover in the new company is Charles M. Carr, director of publicity of the Department of Publicity of the N. A. R. D. Mutual companies find conditions unfavorable here, as they do in New York. Reports from New York are to the effect that retailers connected with the German Apothecaries Society are forming a Lloyds Company, and it is believed the same plan can be carried out successfully here. Mr. Carr says that he believes the cost of insurance to retailers can be greatly reduced. He says three such companies are in operation: The Retail Druggists' Fire Insurance Company of Cincinnati, the Druggists' Mutual Fire Insurance Company of Janesville, Wis., and the South Dakota Mutual Fire Insurance Company. The risk is limited to \$5,000, and the property of retail druggists, only, is insured.

AN ARREST FOR ALLEGED SALE OF COCAINE.

John Krone, druggist at 73 South Clark street, who sued the wholesale druggists of Chicago and the N. A. R. D. for \$50,000 damages for alleged boycott and conspiracy to drive him out of business, was arrested recently charged by the Board of Pharmacy with a violation of the law against the sale of cocaine without a physician's prescription. The case was brought before Justice Charlton in Hyde Park, and Krone immediately took a change of venue to Justice Koehler. The matter came up for trial on August 14. It is asserted that W. H. Sage, the agent of the Board of Pharmacy, intimated that some of the assertions of Krone were not sincere, and that Krone replied by casting a reflection upon the veracity of Sage. At any rate, the *casus belli* was given, and it is said the resultant mill, though brief, was about as interesting as the recent Corbett-Jeffries argument in San Francisco. The principal damage, it was said, was to the furniture in Justice Koehler's court room and to two constables who attempted to stop the fray and got what was coming to them in the way of left hooks and short arm jabs intended for the respective belligerents. When the combined force of the constables present had quelled the disturbance, the Justice continued the case until next Thursday. Krone asserts that he is being made the victim of persecution. He says that a man entered his store and offered to fix the cases the Board of Pharmacy had against him for a money consideration, but that he scorned the offer. "I have already been the victim of five charges," said Krone recently, "three of which I have appealed to the Appellate Court. Two more are pending, and I was informed that eight new charges were to be brought against me. No drugs have been sold in my store by unregistered pharmacists, except under the supervision of a registered man, as the law permits." He denies also that he has sold cocaine illegally.

CHICAGO AND THEREABOUT.

Robert Stevenson, jr., and wife are summering at Spring Lake, Mich.

Arthur Dawson of the same firm will leave soon for Denver, Colorado Springs and Salt Lake City.

Mr. and Mrs. I. Giles Lewis of Robert Stevenson & Co., Chicago, are spending a few weeks at Mackinac.

C. H. Chimelfe has opened a new drug store at Fifty-fifth street and the Alley Elevated.

C. N. Storkan has opened a new drug store at Western avenue and Augusta street, Chicago.

John E. Voight, 156 Center street, Chicago, is putting in two or three weeks' vacation in the Wisconsin woods.

O. J. Freeman, North Clark street and Sheffield avenue, has just returned from a two weeks' trip to the Atlantic coast.

Mr. Pelican, of Pelican's Pharmacy, Blue Island avenue, has just returned from his annual outing.

David P. Hart, of the W. J. M. Gordon Chemical Company, has been working Chicago for carload orders of Gold Medal glycerin.

G. R. Blickhahn, manager of the advertising department of the Lambert Pharmacal Co., was in Chicago this week on his way to the Big Woods in Canada, where he spends his vacation.

Geo. S. Mackay is now connected with the Importing Department of Parke, Davis & Co. He was at one time with Farr and Williams & Clark and Lord, Owen & Co.

William Schleizer, manager of the Englewood Pharmacy, Sixty-third and South Halstead streets, has returned from a Western tour for the benefit of his health.

The Willard Pharmacy, 1714 North Halsted street, Chicago, F. W. Richardson proprietor, was sold at auction this week, and was bid in by the landlord.

The Lawndale Avenue Pharmacy is the name of a new drug store which was recently opened at Lawndale and Armitage avenues, Chicago, by Charles Paus.

The many friends of Lee Pettigo, the well-known member of the Drug Clerks' Association, will congratulate him upon his recent marriage. Mr. Pettigo works at Bancroft's Pharmacy, Sixtieth and Washington avenues, Chicago.

Morris B. Harris has secured a position as city salesman for Whitehall, Tatum & Co., and will be under the management of Western Manager John F. Matthes. Mr. Harris is a son of Alex. Harris, Chicago manager for Johnson & Johnson, and if he is a chip of the old block will be a find.

On August 3 Miss Mary Davidson, sister of James A. and Clarence A. Davidson, the well-known druggists' sundries jobbers of Chicago, died at her home, 407 Jackson Boulevard, of Bright's disease. Miss Davidson was 48 years of age, the eldest of eight children. In addition to those named, she leaves her parents, one sister and four other brothers.

The Searle & Hereth Company held their annual picnic at Bergman's Grove Saturday, August 15, but owing to threatening rain only about 150 employees were represented. Dancing, running races and ball games were indulged in, but the ball game of two nines made up of the single men against the married men attracted the most attention and interest. The married men won by a score of 14 to 11.

WESTERN NEWS NOTES.

H. E. Tanner, a well-known druggist at Kenosha, who has been seriously ill for some time, has recovered and resumed his duties in the store.

J. Willard Spencer, a well-known druggist of Seymour, Conn., spent a couple of days in Chicago this week on his way to Colorado, where he has some mining interests.

The Ellis Drug Company has succeeded Lewis & Ellis at Kenosha, Wis. Mr. Lewis sold his interests, and it is said that he has become superintendent of a bicycle factory at Chicago.

Mr. Thiesen, of the Kradwell-Thiesen Drug Company, Racine, Wis., has given up the management of the store and disposed of his interest. His health will no longer permit the confinement which drug store duties impose.

Mrs. Lena D. Dyer is carrying on the business of her late husband, E. L. Dyer, at Waukegan, Ill., and is receiving the kind treatment of her husband's many friends there. Mr. Dyer was a prominent Mason, being master of the Waukegan lodge at the time of his death.

PARKE, DAVIS & CO.

Their Contributions to Pharmacy, with Some Account of Their Home City, Detroit.

IN a paper read before the London Chemists' Assistants' Association last February, Thomas Maben, F.C.S., gave an interesting description of certain typical New York pharmacies, and mentioned several pharmaceutical inventions that are peculiarly American. The major portion of this paper was published in the *AMERICAN DRUGGIST* for March 9, but the installment relating to the pharmaceutical manufacturing industries was unavoidably omitted, owing to a delay in the mails. We are now able to supplement our previous publication by the following reference to the firm of Parke, Davis & Co., Detroit, which formed part of Mr. Maben's original paper. In introducing this account of the firm, Mr. Maben rightly remarked that any description of American pharmacists and pharmacies would be singularly incomplete without reference to Parke, Davis & Co. Their name, he said, was intimately bound up with the recent history of pharmacy, and especially in their latest developments in standardization:

The founder of the business was Hervey C. Parke, of Detroit, who, in conjunction with Geo. S. Davis, first began in

those who hear this paper may take this popular view and console themselves with the reflection that after all mere size does not count for very much. In the case, however, of Parke, Davis & Co., it is not on their size that their reputation rests, for it will be conceded by every one who knows anything about recent pharmaceutical history that it is to that firm, more than to any other agency, that we owe at the present moment the position now held by standardization in the estimation of medical men and pharmacists all over the world. This is a strong claim, but it is historically true, and its verification is as demonstrable as any proposition of the kind can be. The young firm started 35 years ago, with the determination that everything produced in the laboratory would be as perfect as it is possible for human skill and ingenuity to make it. From the first they not only tested all their drugs but they proceeded to standardize a large proportion of them, and before many years had elapsed their standards were recognized throughout America. Just at first, of course, the methods for standardization were not so perfect as they are to-day, but they were the best that were available at the time. For example, tincture of nux vomica was standardized for some time on its extractive. With regard to that drug we have got considerably ahead of that position, thanks to Parke, Davis & Co., who were also the first to standardize nux vomica on its alkaloids. One of the very first things to bring Parke, Davis & Co. into notoriety was an action raised against one of their customers at the instance of the authorities in America with reference to tincture of nux vomica. Whether they had been successful or unsuccessful, so far as the legal position was concerned, was a matter of no moment; the great thing was that they were absolutely successful in directing,



Bird's Eye View of Parke, Davis & Co.'s Plant at Detroit.

a very small way in 1867. Visitors who are shown round the huge laboratories of the firm view with surprise and amusement the insignificant little building that was used as their first laboratory. This little building required no chimney stack, but successive additions to the plant necessitated the erection about 20 years ago, of the smallest of the three stacks now shown, which is 60 feet in height. Later on, another stack had to be erected—viz., 120 feet in height; and last of all, the tallest chimney, 175 feet from base to summit. It is 25 feet square at the base and gradually tapers to 12 feet at the top. The flue is 7 feet in diameter, the entire length of the stack, and it is lined with fire brick for a distance of 75 feet from the bottom, while nearly half a million bricks have been used in its construction. I may also add here that new engines and boilers have just been introduced into the laboratory, so that the total horse-power at the present moment is 1,200.

The growth of the firm has been extremely rapid. It has increased "by leaps and bounds," and at the present time the buildings occupy a ground space of 15 acres. Besides these laboratories, the firm also have laboratories at Walkerville, Ontario, and at Hounslow (near London), while they have branch offices in all the principal cities in America, as well as in India, Australia, South America, and at this moment there is an enormous development of the trade on the Continent of Europe, particularly in Spain, Russia, Italy, Germany and France. In addition to the galenical laboratories the house carries on a department for the sale of crude drugs at New York which is believed to be the largest of its kind in the world.

Many conservative Britishers are accustomed to regard with incredulity the "tall" ideas of Americans, and a considerable discount is sometimes made from the descriptions, which are also regarded as being "tall." Possibly some of

for the first time, public attention in an unmistakable way to the absolute necessity for having standards of some kind for preparations of potent drugs such as nux vomica. It is nearly a generation since that action was fought, and though we, in this country, may think that the standardization of nux vomica on its extractive matter was not worth fighting about, all of you must recognize its correlation to a score of other alkaloidal drugs, every one in its way just as important as nux vomica, which Parke, Davis & Co. standardize on their alkaloids, but which are either not standardized at all, officially or unofficially, by other makers or where unofficial standards have been recommended, are standardized on their extractive. We who still standardize alkaloidal drugs by this latter method cannot afford to sneer at extractive methods adopted 25 years ago. The surprising thing is that any one should to-day propose to adopt any other than an alkaloidal standard for alkaloidal drugs.

Of recent years this firm have brought forward a new method of standardization—viz., by the physiological test. It is now being freely admitted by pharmacologists that for such drugs as ergot, digitalis and strophanthus there is no other possible means for arriving at satisfactory standards. For these drugs, and quite a number of others, methods have been advised and are regularly in use which insure that all the preparations of the drug will be of a definite and uniform standard. In order to carry out all the various operations of the firm, such as the manufacture of serums and vaccine, for which the firm are famous, a regular menagerie requires to be maintained at Detroit, including something like 200 horses, very many helpers, thousands of Guinea pigs and frogs, pigeons, fowls, dogs, rabbits—in fact, every animal that is of use for physiological purposes. These are all open to the inspection not only of pharmacists but of the general public;



Parke, Davis & Co.'s New Orleans Branch.



Parke, Davis & Co.'s New Crude Drug Warehouse, New York.



Parke, Davis & Co.'s Walkerville, Ont., Branch.



Parke, Davis & Co.'s Kansas City Branch.



Parke, Davis & Co.'s Chicago Branch.



Parke, Davis & Co.'s New York Branch.

and, in fact, a visit to these great laboratories is one of the sights of Detroit. From ten in the morning till five in the afternoon guides are ready there to take parties round every half hour, and at least a couple of hours are required to traverse the entire building.

In addition to their other claims on pharmacy, Parke, Davis & Co. introduced cascara, grindelia, coca and many other valuable drugs, a number of which now occupy positions in the leading pharmacopœias of the world. The London branch of the business is in charge of F. M. Fisk, the European general manager, who established a branch in the Holborn Viaduct some 13 years ago. The increase of business has necessitated several changes, and now the firm occupy a large block in

Queen Victoria street, while manufacturing operations are carried on in the laboratories at Hounslow.

It is impossible to leave this subject without referring to Detroit itself. The city is known in America by the name "Beautiful Detroit." It is certainly the most beautiful city I have ever seen, and it is said to be the most beautiful in America. It is, for the most part, comparatively modern, and is laid out in the usual American geometrical method. The



New Science Laboratory of Parke, Davis & Co., Detroit.

streets are all paved with asphalt and form the ideal pathway for cyclists, of whom, in the season, thousands are seen every day. On either side of the streets are planted rows of trees between the foot

pavement and the street proper, and in the early spring, when the grass is green and the leaves are seen at their best, the whole effect is delightful. The tramway system of Detroit is very remarkably developed. From the top of the Majestic Building, the highest building in the city, you can look in at least four directions, East, West, and toward the Southeast and Southwest, and as far as the eye can reach you see stretching away for miles and miles practically straight roads with the tram car rails all the way. To the Northwest you can take a tram car

ride as far as some 50 miles distant. In the opposite direction, down the river, you can travel as far southward into the country, and you can travel in several directions for a distance of something like 60 miles. The cars start from the center of the city frequently throughout the day, and once into the country they travel at the rate of from 20 to 25 miles an hour, stopping every short distance at points marked, for the convenience of any traveler who may be waiting to jump on.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, August 22, 1903.

THE general market conditions are quiet, as is usually the case at this time of the year, when dealers are more interested in the whereabouts of the muskelonge than in the crop conditions in Central Europe. Cascara sagrada continues to be an interesting feature of the market, being very firmly held at the recent advance. The London market appears to take more interest in this drug than it has for some years past. Quinine is firm, and its statistical position is favorable, so that holders confidently look forward to an advance as being within a reasonable limit of expectation. Notwithstanding the advent of new antipyretics, quinine continues to be a staple drug, and large quantities are being consumed at this season, with the result that in a jobbing way the drug is quite active, though no speculative movement is reported. Opium has been marked down locally under the condition of favorable crop reports from Smyrna, but the drug attracts little attention, save for the regulation jobbing orders. The rumors of a shortage in coca leaves have taken shape in a decided advance, which bids fair to be followed by a still further upward movement. The American roots generally are in a very firm position. Details of the price changes and fluctuations appear below:

HIGHER.	LOWER.
Balsam fir, Oregon,	Oil of rose.
Cajeput oil,	Opium.
Cocaine,	Menthol.
Cape Aloes,	Celery seed.
Gentian root,	
Cacao butter.	
Coca leaves.	
Nitrate of soda,	
Sarsaparilla, Mexican.	
Ginseng.	
Golden seal.	
Bromide salts.	

DRUGS.

Alcohol is quiet, and no change in the market conditions have occurred since our last writing. Grain is quoted at \$2.39 to \$2.41 as to quantity, and wood at 55c to 60c for 95 per cent., the market being somewhat irregular.

Arnica Flowers continue firm at the advance to 9c to 10c referred to in our last issue, further advices from Central Europe confirming the unfavorable report which brought about the advance in question.

Balsams.—Copaiba, Central American, has remained unchanged at 36c. to 38c. The movement has been confined almost exclusively to jobbing lots, and but little interest is manifested in the drug. Canada fir continues to advance, and Oregon fir is reported as being practically out of market; quotations on these are nominally \$3.15 to \$3.60 for Canada and \$1.10 to \$1.25 for Oregon, but very little of either sort has changed hands at these figures. Tolu is dull, and the market devoid of interest, with quotations at 25c to 27c, though no transactions of any consequence are reported, and it is quite possible that these figures might be shaded.

Barks.—Cascara sagrada continues to be the only interesting feature of the market, cables having been received that an advance in London equivalent to 12½c had taken place. In the local market several round lots have changed hands, and at the closing 11½c may be looked upon as being the bottom price. Cottonroot continues in scanty supply and correspondingly firm, having been advanced to 12c to 15c since our last. Prickly ash is quiet and dull at the decline to 17c to 19c noted in our last issue. Soap is reported by cable to have advanced at the primary sources of supply to the figure equivalent to a lay-down cost of 5¼c. The information has not served to impart any life to the market, which continues dull and quiet at the previous range of 5½c to 6c.

Buchu leaves, short, are somewhat neglected, and our quotations of 31½c to 35c still remain a fair index of the market value.

Cacao butter is unchanged in price and rather dull, although at the last auction, which occurred about two weeks since, the average prices received were higher than for some time past. The amount offered, however, was very small.

Cocaine muriate has advanced to \$4.50 to \$5.00, and is held very firmly at the advanced figure on the plea that the supply of the parent drug is limited and is likely to become even more so.

Coca leaves, Truxillo, have advanced under the influence of unfavorable advices from the source of supply. It is stated that the Bubonic plague has made its appearance in the coca districts, and that it is impossible to count with any degree of certainty of securing help to gather and bring out the crop. We quote 18c to 20c, though some holders speak of higher figures than these.

Cantharides are quiet but unchanged at 52c to 55c for Russian, and 37½c to 40c for Chinese. Rumors are sent out from London of a short crop in Russia, but so far these rumors have not stimulated either business or prices quoted.

Codliver oil, Norwegian, continues to be firmly held at \$110.00 to \$140.00, though but little business is transacted. The statistical position of the drug, however, appears to be so strong as to warrant holders in their apparently extravagant prices. The fact that Norwegian oil was exported from this country to Europe in considerable amounts during the past six months has made holders very cautious about letting go any considerable quantity, and the most of the stock is in the hands of manufacturers and a few large dealers.

Colocynth apples are quiet, but holders are not inclined to shade their quotations of 35c to 40c for Trieste and 27c to 30c for Spanish.

Coumarin is easy and may be had at \$3.45.

Opium is quiet and dull at a decline to \$3.40 to \$3.50. Notwithstanding the comparatively strong advices from Smyrna, the market broke about a week ago and has settled down on the basis quoted, though the volume of business done is quite small.

Quinine is in good jobbing demand, but the volume of consumption is not sufficient to lend any activity to the market, which is devoid of interest from a speculative point of view. The quantities of bark offered at the last auction sale were very small, comparatively, and were readily taken up at a slight advance. It is the opinion of many that the statistical position of the bark warrants the belief that quinine is at about bottom figure, and that when the change does occur it will be toward a higher range of prices. Meanwhile our former quotations of 24c. to 28c for domestic and German remain unchanged.

Manna is quiet at our previous quotations of 35c to 36c for sorts, 37½c to 38c for small flake, and 50c to 55c for large.

Menthol is in fairly good demand and firm at \$7.00 to \$7.10.

Morphine has shared in the decline of the parent drug and is now quoted at \$2.10 to \$2.15, and a fair jobbing business is going forward.

Wax, Japan, is very firm at the advance noted in our last, later advices from the sources of supply serving to further stimulate the market. We now quote 14¼c to 14½c.

CHEMICALS.

Alkali is in active demand on account of the approach of the opening of the glass factory, and is firm.

Alum is quiet, though in moderate jobbing demand, at 1.75c to 1.80c for lump and 1.80c to 1.90c for ground.

Arsenic, white, has been active at 3c to 3½c.

Blue vitriol continues easy in sympathy with the parent metal, and the quoted prices of 4½c to 4¾c for car lots could probably be shaded.

Citric acid remains unchanged at the reduction at 33c to 33½c for barrels and kegs, respectively, which was mentioned in our last issue.

Cream of tartar is firm at our previous quotations of 24½c to 24¾c for crystals, and 25c for powdered. The demand continues good, though no speculative interest is manifested.

Nitrate of soda has been advanced sharply owing to a shortage in spot stocks having been marked up from 2.07½c to 2.20c. The sudden rise in prices is so great as to surprise even those who are aware of the rather limited supplies of stock.

Potassium bromide and the bromides generally have been advanced to 30c to 38c for the potassium salt, 35c to 45c for the sodium salt, and 40c to 41c for the ammonium salt.

ESSENTIAL OILS.

Anise is dull, and while nominally quoted at \$1.05 to \$1.10, no transactions of any consequence are reported.

Cajeput has advanced to 60c, owing to unfavorable reports from the East as to the condition of stocks there.

Peppermint is somewhat easier since our last writing, but the views of buyers and holders are so far apart as to prevent the transaction of any considerable amount of business; quotations range from \$2.25 to \$2.50 for bulk, and \$2.60 to \$2.75 for cases.

Pimento has advanced to \$1.80 to \$1.90 in sympathy with the high price of the parent drug.

Rose has declined under the influence of the new crop to \$4.00 to \$4.25. The crop reports indicate that the supply will be ample in quantity and excellent in quality.

Sassafras is somewhat easier, under the influence of increased supplies, but quotations remain unchanged at 40c to 45c for natural.

Wintergreen, natural, is quoted at \$1.70 to \$1.90, a very material advance over the figures named in our last review.

GUMS.

The mucilaginous gums continue to move out in the usual channels in an entirely satisfactory manner and at prices previously prevailing. No marked change has occurred in any of these, current quotations being on a basis of 30c to 35c for first picked arabics, and 29c to 30c for tragacanth. Aloes, Cape, have advanced to 15c to 18c, and sales reported in London are at even higher rates. Barbadoes is steady at 78c. Asafoetida is firm, but rather quiet, at 10c to 25c, as to quality.

ROOTS.

Gentian has advanced and is held very firmly at 5c, with several round lots reported as having been sold at that figure.

Ginseng is scarce on the spot at an advance to \$4.65 to \$6.50.

Golden seal is in limited supply, and the new crop has not yet come to hand. Holders are firm at 53c to 56c, and some dealers quote 60c and upwards. Such transactions as take place are purely on a jobbing basis.

Ipecac is quiet at \$1.30 to \$1.35 for Rio, the usual difference of 20c being on this and the Carthagena variety.

Orris is dull and unchanged at 6c to 7c for Florentine, and 4c to 6c for Verona.

Sarsaparilla, Mexican, has advanced to 8½c to 9c, but this change in price seems to have put a stop to all activity in the market.

Seneca has been advanced to 80c on the spot, and is very firm at this figure. A quotation from the Northwest is to the effect that dealers there have not been securing as liberal supplies as they should at this season of the year. The size of the crop dug will depend to a large extent upon the prices offered by the local dealers, as when the prices are low the diggers will not work.

Serpentaria is very firm at 40c to 45c, only limited supplies being available on the spot.

SEEDS.

The general line of seeds is steady, and few changes are reported. Canary, Smyrna, is somewhat easier, offering at 3½c. Celery seed has declined to 8½c to 8¾c. Cumin is firmer on the strength of unfavorable crop reports, and local stocks are quoted at 6c to 6½c for Megador, and 7c to 7½c for Malta.

Mint Crop Prospects.

Two months of cold, wet weather have reduced the production per acre of oil of mint to the lowest on record in twenty years. Three-fourths of the world's annual output of essential oil is produced within a radius of seventy-five miles of Kalamazoo. This territory lies mostly in Michigan, there being a small strip in northern Indiana. An article of commerce which enters into the manufacture of perfumes, candles and various drug products would therefore be scarce were it not for an increased acreage, which about offsets the loss, according to A. M. Todd, who is one of the largest producers of essential oils.

HINTS TO BUYERS.

By writing to the C. I. Hood Company, of Lowell, Mass., pharmacists, can get a fine outfit suitable for a window display. Drop them a postal card. They will do the rest to your entire satisfaction.

The American Can Company manufacture a fine line of standard druggists' tinware. They call particular attention to their assortment of boxes, such as the Miller, Taite, Gill and Norton styles, which are carried in stock by every leading jobber.

John W. Masury & Son, of New York and Chicago, the well-known manufacturers of standard paints and varnishes, have a number of specialties which druggists who handle paints should try. They have a wide reputation, and can be relied upon.

During the summer months Hearn's on West Fourteenth street will be closed all day on Saturdays, thus giving the employees a full holiday each week. On other days, though, you can get everything in the line of dry goods at Hearn's, but no drugs, groceries or liquors.

Anker's Bouillon Capsules, put up by the Royal Specialty Company, of New York, are a splendid summer specialty. They make delicious bouillon in a minute or two, beef tea or soup, by simply dropping a capsule in water. They are packed ten in a box, and are good sellers.

Moore's Universal Spring Apron is just the thing for druggists and chemists. It keeps the clothes clean, and can be put on or removed instantly. Price, 75 cents. Send for circular, kindly mentioning the AMERICAN DRUGGIST. E. C. Moore & Son, Detroit, are the manufacturers.

Dr. Kaufmann's Sulphur Bitters are sold by leading druggists everywhere. They are especially adapted to the cure of diseases of the blood, kidneys and liver, and all diseases peculiar to warm climates and hot weather. A. P. Ordway & Co., manufacturing chemists of this city, are the proprietors.

The American Peroxide & Chemical Company's Hydrogen Peroxide is nonexplosive, keeps well, is not affected by time or temperature, and its acidity is less than in any other peroxide. The price is all right, too. If you want more details, write to the firm at 88 Maiden lane, New York, mentioning the AMERICAN DRUGGIST.

When fitting up a new store or refurbishing an old pharmacy, proprietors will do well to consult the Atlanta Show Case Company's assortment of cases before buying. This firm's long experience has resulted in the production of exceptionally fine and substantial goods at low prices. Write for their illustrated catalogue.

Haber's Magic Hair Coloring is a purely vegetable compound, a tincture of herbs and roots without sugar of lead, sulphur or any chemicals whatever. It is advertised as absolutely harmless, producing beautifully colored hair. Sells fast and yields good profits to dealers. Address A. F. Haber, 211 East Broadway, New York.

This is the season when the pharmacist should keep up his stock of talcum powder. One of the very best preparations which always gives satisfaction is Mennen's Borated Talcum

Powder. It is a sure relief for prickly heat, chafing, sunburn and all affections of the skin. Order of your jobber, or of the Gerhard Mennen Company, Newark, N. J.

By putting borax on the market in neat and convenient packages, the Pacific Coast Borax Company have met a long felt want in the household. There are 1, 2 and 5 pound packages, the 1-pound size being the principal seller in retail drug stores. The company's name on a package is a guarantee of absolute purity. Order of your wholesaler.

Parke, Davis & Co. are advertising extensively their specialty, Adrenalin Chloride, a most excellent remedy for hay fever. During the time that hay fever is prevalent this preparation will be widely used. Druggists whose stock is low should prepare immediately for the certain demand. The solution is sold in ounce glass-stoppered vials, per ounce, net, 85 cents.

Every pharmacist has to carry absorbent cotton in stock. We take pleasure in calling attention to the different brands of this article put up by the Maplewood Mills, of Fall River, Mass. All of the brands will test strictly up to the U. S. P. standard in every respect. On quantity orders special labels bearing customers' advertisement will be applied to the cotton when desired.

Druggists can make an extra 5 per cent. on Antiphlogistine by ordering from jobbers six dozen, small size, or the same amount in assorted sizes. This preparation is one of the best selling proprietary articles on the market, and is extensively prescribed by up to date practitioners everywhere. Don't be without it. The headquarters are the Denver Chemical Mfg. Company, 57 Lighthouse street, this city.

Frederick Stearns & Co., manufacturing pharmacists, of Detroit, believe in co-operating with the retail druggist in the sale of their specialties. The company are keeping their products prominently before physicians' notice, and the druggist makes a profit on every dollar's worth of the goods used by doctors. It will pay every pharmacist to carry a stock of Stearns' Antitoxin and Vaccine, Kasagra, Methyloids, etc.

Henry K. Wampole & Co., Philadelphia, are sending out to the trade an interesting pamphlet on "Ferrose: Its Chemistry and Therapeutics," under the joint authorship of Raymond L. High, A.M., P.D., and Edward M. French, Ph.B., M.D., of their scientific staff. Ferrose is claimed to be a distinct organic compound, bearing a very close relationship to the iron-bearing food stuffs, and its synthesis is described in the pamphlet, copies of which can be obtained by druggists on request to Henry K. Wampole & Co., Philadelphia.

If druggists realized the economy of using Montseraat Lime Juice they would certainly use none other. By actual test the citricity of Montseraat is very considerably higher than any lime juice now in the market, and consequently very much less of it has to be used. This is an article which druggists could readily supply to families, and it should be a regular item of their soda fountain supplies. The American agency of the manufacturers, Evans & Sons, Ltd., is at 133 William street, New York.

In these days the retail druggist does not confine himself to selling drugs and chemicals. A few novelties are always attractive and usually take well with customers. One of the latest novelties which is a fast seller and yields a good profit is the U. S. A. Liquid pistol. This pistol will load from any liquid, ten shots at one loading, and will stop any vicious dog, or man, without permanent injury. It is becoming very popular, and is especially valuable to bicyclists, unescorted ladies and others. It is made by Parker, Stearns & Sutton, 223 South street, New York.

As a soda fountain beverage Horlick's Malted Milk, which is instantly soluble in water, cold or hot, is deservedly popular. It is one of the few beverages that is in constant demand, and is always seasonable—served cold in summer and hot in winter. Druggists who are careful to handle the best, and only the best, would do well to bear in mind that Horlick's Malted Milk is the original article, and the one on which the great popularity and high reputation of malted milk, both as a food and beverage, are based. Readers of the AMERICAN DRUGGIST can obtain free samples and advertising matter, prepaid, also full information, prices, terms, etc., by addressing Horlick's Food Company, Racine, Wis.

The Marvel Whirling Spray Syringe was awarded the gold medal, diploma and certificate of approbation by the Société d'Hygiène of France October 9, 1902. There can be no question as to the hygienic value of this syringe. Its popularity

with both physician and patient grows steadily, and every druggist should make a point of carrying it in stock to supply the demand. It is carried by all wholesale houses, and may readily be obtained. The advertisement of the Marvel Company will be found in another part of this issue.

Every druggist could readily sell the United States Liquid Pistol manufactured by Parker, Stearns & Sutton of 223 South street, New York. This little weapon has been found a very effective and at the same time harmless means of defense for women, mail carriers, bicyclists and others. It may be charged with water, ammonia, or anything else of the kind, and it is warranted to stop a dog or a man without inflicting permanent injury. It throws 10 shots with one loading, and retails at 50c. The druggist who displays a few of them in his window will sell them.

The successful invasion of foreign markets by Henry Weinhausen's clinical thermometers is among the strong evidence of the growing recognition of this old manufacturer's work. His thermometers are now in demand even in London, the home of Hicks, and in all the British possessions, and in the countries of South America. The fact that Mr. Weinhausen has always limited his output to the number of thermometers that he could personally test is probably the reason for this great popularity. "If you want a thing done well, do it yourself," is an excellent maxim for a business of this kind where positive accuracy is demanded and where inaccuracy may mean the loss of the patient's life. We commend the attention of our readers to the advertisement of Henry Weinhausen in this issue, and strongly advise them to carry his goods in stock.

Hot Soda Profits Waiting for You.

Sooner than you think cold weather will be here, and your soda water customers of the "good old summertime" will be wanting their hot drinks. Be wise and have everything ready. If you have heretofore catered to the hot soda trade you know that it is an exceedingly lucrative business, and if you have not there is still an untried avenue of profit waiting for you.

In order to receive the best results it is necessary to have an attractive apparatus, and the best is none too good. It is also advisable to have things ready early and to advertise well the fact that your fountain is headquarters for the most delicious winter beverages.

The "Nara" and "Imari" shown in the advertisement are new this season and come from far off Japan. They must be seen to be appreciated. The Fireball is built by the American Soda Fountain Company, and is really a gorgeous affair, perfectly adapted to the needs of the hot soda dispenser. It will pay you to write at once for one of the Hot Soda Apparatus Catalogues issued by this company. The book is a work of art and contains many suggestions as to how to coin money in winter drinks. A postal card addressed to the nearest office of the American Soda Fountain Company will get one free. Write to-day.

Next!

To miss a kiss is more amiss
Than it would be to kiss a miss;
Provided that the kiss you miss
The miss herself would never miss. —Surgical Clinic.

But if you try to kiss a miss
With whom a kiss would be amiss,
You'd better always miss the kiss. —Dental Hints.

But kiss the miss; it's better far
To take the risk and get a jar,
Than show the coward's heart in this,
So kiss your miss. —Surgical Clinic.

Yes, kiss your miss; but if you do,
Remember this: The first man who
Doth kiss a miss must make her Mrs.
With such a fate in store for you
You'll sure be careful what you do,
And forego many kisses. —AMERICAN DRUGGIST.

Perhaps the bliss of that first kiss
May sate the Fair?
So, if when "Mrs." she spares her kisses,
Go, kiss the maid—and so "get square." —Surgical Clinic.

But if, when you have kissed a miss,
Your wife hears of your kisses,
Perhaps you'll wish you'd missed the kiss—
Or never kissed your "Mrs." —Ed.

An American Perfumer's Offer.

The entire drug trade should be interested in the special offer made by The Theo. Ricksecker Company of 74 Reade street, New York, in this issue. This offer involves a comparatively small outlay of money and secures an assortment of goods which will be found to possess remarkably strong selling qualities, attracting the best trade. There is probably not in the world another line of such artistic packages as this; and the fact that the Ricksecker Company's business increases fast every year is evidence of the superiority of the goods themselves.



The adage about carrying coals to Newcastle has been abundantly disproved in the case of The Ricksecker Company, for it is now selling perfumery in both Paris and London, as well as through South Africa, Australia, India and the East. This successful invasion of foreign markets has been due in the first place to the attractive appearance of the line, and in the second place to the ingenious employment of ingredients and combinations of old, resulting in odors of the highest originality and up to date character. Mr. Ricksecker has recently returned from another trip to Europe. The line appeals strongest to the better class. The Ricksecker perfumes are sold to the highest class of trade in America, Great Britain and Europe to the exclusion, in many cases, of all other American makes.

The time was when the average buyer of perfumery insisted upon something made in Paris or London; but a radical change is going on, and goods of American origin have the preference. Among the American makers of fine perfumes The Ricksecker Company stand easily in the lead of popularity.

We strongly recommend our readers to avail themselves of this special offer, found in another part of this issue.

Substantial Growth.

When the Welch Grape Juice Company located in Westfield, N. Y., in 1897, the building which they erected allowed ample room for growth, but two years later it was found necessary to build a large addition. The present factory, with its 200,000 gallons actual output of unfermented grape juice in a year, is much the largest of its kind in the world, and now a new factory, with 400,000 gallons capacity, is in course of construction. The addition will be three stories high. When completed the factory will cover an area of 155 feet long by 95 feet wide. This steady growth is one of the best evidences of the value of the product of the company.

The Work of An Artist.

The New York Herald for August 6, in announcing the death in London of "Phil" May, the artist and illustrator of Punch and other London periodicals, terms him the prince of line draughtsmen of the time, he having been regarded among the greatest black and white artists since the days of John Leach, and that he could throw off at lightning speed a wonderful representation of the East End Coster girl. It is a drawing, in colors, of this description by the lamented "Phil" May that the Apollinaris Company, Ltd., London, are distributing through the United Agency Company, 503 Fifth avenue, New York, who are the Apollinaris water agents in the United States and Canada.

Winter Business.

The very attractive insert of the Liquid Carbonic Company, which appears in this number, directs attention to one phase of the soda business which is rapidly growing in importance,

namely, the sale of hot soda. The new hot soda catalogue issued by this company is not only attractive in appearance, but contains a mass of valuable information for the druggists who are awake to the possibilities of a soda profit for the year round.



SPECIAL HOT SODA OUTFIT NO. 876.1
\$ 25.00

THE LIQUID CARBONIC CO.

The Liquid Carbonic Company have establishments in all the principal cities, and their sales department in Chicago has recently moved into a magnificent new building at the corner of Michigan and Wells street, where they have a fine and instructive display. This new building, together with their old quarters, gives them two-thirds of the entire ground space in the block. Aside from this sales building, they have an immense factory building also located in Chicago.

Are You Going East or West?

If so, you can save money by traveling on Detroit and Buffalo Steamboat Company's new steamers between Detroit and Buffalo. The service is the best on fresh water. Send 2c. for folder, map, etc. Address, A. A. Schantz, General Passenger Traffic Manager, Detroit, Mich.

Your Name on the List.

W. F. Young, P. D. F., of 68 Monmouth street, Springfield, Mass., is advertising his veterinary remedies in all the agricultural and stock papers of the United States, and is in constant communication with owners having sick horses on their hands. His practice is to write a prescription with instructions to have it filled at some particular nearby pharmacy carrying the line of remedies in stock. He is guided in this by his list of names of druggists whom he knows to be equipped for the purpose. We would advise our readers to make sure that their names are on this list; otherwise they miss the opening of a valuable connection. Mr. Young's advertisement will be found in another part of this issue.

The excellent little drug mill manufactured by A. W. Straub & Co., 3737 Filbert street, Philadelphia, has found a remarkably ready market not only in the United States, but abroad. It is of extremely simple construction, of great strength, and is capable of grinding every substance which the druggist has to put through a mill. It is offered to the trade on very favorable terms, and is so cheap that every druggist should have one.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, SEPTEMBER 14, 1903.

CHICAGO.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

69-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. KELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office \$1.50

Foreign Countries 2.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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A DUBIOUS COMPLIMENT.

WE are gratified to note that the publication by the AMERICAN DRUGGIST of a complete detailed report of the fifty-first annual meeting of the American Pharmaceutical Association, practically within a day of the close of the convention, has called forth numerous expressions of appreciation, on the part of both of our subscribers and advertisers, as well as of our esteemed contemporaries in the field of drug journalism.

We regret, however, that in a few instances the appreciation has taken a form which, though it may be flattering to us, is scarcely creditable to its authors, and we are happy to say, also unusual with reputable journals; as witness the act of a contemporary which has paid us the dubious compliment of "lifting" whole blocks of our expensive telegraphic matter and appropriating it as its own, without the courteous formality of acknowledging its source.

POISONS AND POISONERS.

THE history of poisons and poisoners still exerts a wonderful fascination over some writers. The subject has more than a historical interest for pharmacists, for the art of pharmacy has ever been drawn upon by the professional poisoner for the accomplishment of his designs. In times of antiquity and down to a period so late as the eighteenth century, before the spread of popular education, when ignorance, superstition and credulity were rife, poison played a very important part in the arrangement of domestic difficulties and the furtherance of political objects. Dr. J. W. Wainwright, of New York, has contributed to the *Medical Record* for August 22 a paper of rather more than ordinary interest bearing on the poisons of history, and it is the appearance of Dr. Wainwright's paper on a topic of so much interest to pharmacists which prompts us to suggest the subject of poisons and poisoners as a fine field of research for the pharmacist of a literary turn of mind. The possibilities of the subject have been by no means exhausted, much remaining to be told of the mystery and ideas of supernatural force which were associated with the art of secret poisoning, which was so carefully cultivated at different periods in the world's history. Dr. Wainwright recalls some interesting reminiscences of famous poisoners, besides making mention of certain obscure poisons not hitherto touched upon in essays of the kind written by him, and, erudite Shakespearean scholar as he is, makes adequate mention of the references to secret poisoning contained in Shakespeare's plays; but he seems to have

missed altogether the atmosphere of mystery and superstition which pervaded the work of the secret poisoner under the influence of the ignorance and credulity which flourished *pari passu* with the development of the poisoner's art in the early days of the Christian era.

HOW THE RETAILERS FARED AT BOSTON.

WITH our customary promptitude we publish elsewhere in this issue complete and accurate reports of the coincident meetings of the National Wholesale Druggists' Association and the Proprietary Association of America, which closed at Boston on Saturday. Perhaps the most interesting feature of this year's gatherings was the action taken by the N. W. D. A. on the request of the N. A. R. D., for an indorsement of the direct contract and serial numbering plan. It is true that the phraseology of the resolutions adopted with regard to this plan might have been somewhat more positive and encumbered with fewer provisos, but an unqualified indorsement could hardly have been expected, in view of the limited time the plan has been on trial. The resolution adopted by the N. W. D. A., while scarcely an unequivocal indorsement of the plan, amounts to an unequivocal pledge of support to the retailers in their efforts to secure its general adoption, and in view of all the circumstances the retail drug trade may rest well satisfied with the results of their representations, both as to the moral effect produced upon the jobbers and proprietors, and the character of the reception extended to their representatives.

HINDRANCES TO SUCCESS.

THE prominent position which Secretary Thomas V. Wooten, of the National Association of Retail Druggists, now occupies in American pharmacy commands interested attention to anything he may have to say on the questions of the hour. In his address as the chairman of the Section on Commercial Interests of the American Pharmaceutical Association at the Mackinac Island meeting, which was so fully and promptly reported in the AMERICAN DRUGGIST for August 10, he made an interesting and noteworthy contribution to the records of the section. While nothing startlingly new was advanced the difficulty of saying anything novel about a problem that has been touched at so many angles as has the subject of improvement of conditions in the retail drug trade, especially since the N. A. R. D. movement got under way, is sufficiently known, and even if he did no more than emphasize afresh some ideas that are already more or less familiar to the trade, Mr. Wooten's paper was well worth the effort, and the effect is certain to be good.

In discussing the hindrances to financial success in the retail drug business, Mr. Wooten dwelt upon the excessive multiplication of stores. During the past few years drug stores have increased in number to such an extent as to make competition ruinously keen, especially in the cities and larger towns. Then, too, the inroads of

departments stores and mail order houses on the legitimate drug and patent medicine business of the present day pharmacist have been felt heavily, and when, as Mr. Wooten points out, one considers to what an extent the business of the pharmacist is cut into by the operation of sanitariums, hospitals, free dispensaries and "homes" of various kinds, to say nothing of the dispensing physician, it is not a matter for wonder that in these circumstances druggists should look in different directions for relief, and finding it necessary to vend many articles outside of their legitimate line turn their pharmacies into miniature department stores.

As one possible means of checking to some extent the ruinous multiplication of stores, Mr. Wooten suggests an improvement in the treatment of clerks. More healthful sleeping quarters should be provided, and the working day should be limited to as few hours as may be consistent with justice to the proprietors. As another inducement to make clerks satisfied to remain clerks and not adventure too quickly into business for themselves, with a consequent overcrowding of drug stores, he suggests the payment to clerks, in addition to their salaries, of a certain percentage on all cash business done. And, agreeing with Mr. Wooten, we can see no reason why this profit-sharing method, now used so successfully by many mercantile and manufacturing houses, might not be employed to fine advantage by retail pharmacists.

The keynote of Mr. Wooten's address being "organization," it is not surprising to find him suggesting concert of action on the part of the druggists of a given community who may be threatened with new stores in a territory already fully occupied. Many of the new stores owe their existence to the enterprise of rival wholesale drug houses, and if the druggists of the locality threatened with an invasion supported by a wholesale firm should get together and threaten to—well, boycott the offending jobber, the interested party would hesitate a good deal before incurring the enmity of a number of druggists in order to gain one additional customer. Mr. Wooten cites this as one of the many illustrations which might be given of the power of organized effort, a power the value of which pharmacists have not heretofore fully appreciated.

As to means of increasing the volume of business done by drug stores, Mr. Wooten advances one or two novel ideas. He discusses the practicability of combining several stores under one roof in the hands of one management, after the plan of the large department stores. More remarkable changes than this are occurring daily, especially in the cities, and it is suggested that it might be the part of wisdom for druggists to accustom themselves to the thought of this change, and be prepared to make the most of opportunities as they arise. A departure of the kind indicated would, as Mr. Wooten says, reduce the number of stores and increase the amount of business done by those that remain, but is it a pleasing prospect to contemplate?

For the mitigation of the evil of dispensing by physicians, Mr. Wooten favors the cultivation of closer rela-

tions between the druggist and the doctor. Recently in Chicago the druggists of a section of the city gave a dinner, at which were present more than a hundred physicians. In the speeches which followed the repast, the relations of physicians and pharmacists to each other were freely discussed by representatives of both sides, and it can readily be imagined how much good would result from an interchange of views of this character.

Mr. Wooten is not one of those who indulge in day dreams regarding the future of pharmacy. Although his ideals are high, he keeps his imagination well in check, as is evidenced by the following extract from his address:

To conduct a professional store where only medicines and sick room requisites are kept is the ideal of almost every young man who graduates from a school of pharmacy. Doubtless there are few men present who do not look back on the time when they yearned to conduct a pharmacy where only professional work was done, where the round of duties consisted of filling prescriptions, testing excreta, chemically and microscopically, certifying the purity of drinking water and milk, doing general analytical work, etc. What a pity this roseate dream is so seldom realized—that throughout the whole country there has been found room for only a handful of such stores! That the number of these stores can with advantage to their owners be increased does not seem probable, in spite of the preaching of some earnest, well-meaning men, whose devotion to pharmacy as a *profession* outruns their practical wisdom.

Of the practice of price-cutting on proprietary and other medicines Mr. Wooten was, as might be expected, unstinted in his condemnation, and he did not hesitate to say that it ought to be laid upon the conscience of the American Pharmaceutical Association to condemn the practice of demoralizing prices, when this was done for the special purpose of gaining advantage over one's fellow pharmacists, as wrong in principle and subversive of the association spirit which the A. Ph. A. was organized to foster.

The address constituted a powerful plea for thorough organization among retail pharmacists, the greatest hindrance to the realization of many plans for the amelioration of unfavorable conditions being undoubtedly the lack of this.

REVISION PROBLEMS.

AMERICAN pharmacists are awaiting with considerable expectancy the publication of the eighth decennial revision of the Pharmacopœia of the United States. Its publication is now nearly three years overdue, though if the book makes its appearance before the end of this year only ten years will have elapsed since the publication of the preceding revision. Many causes have contributed to the delay, chief among them being the loss incurred by the Revision Committee in the death of its chairman, Dr. Charles Rice. It was hoped early in the year that the 1900 Pharmacopœia would be issued from the press some time next October, but members of the Revision Committee who have been interviewed on the

subject by the AMERICAN DRUGGIST say that unforeseen complications may delay final publication until January, 1904.

Two of the knottiest questions that have engaged the attention of the committee on revision are problems connected with the standardization of antitoxines and serum remedies and the introduction of synthetic remedies marketed under a copyrighted name. The difficulty of establishing a definite standard of strength for biologic products is great, especially when a test is sought "sufficiently simple for any intelligent pharmacist to be able to use it in his pharmacy and that will not take but a few minutes to perform." Perhaps the majority of pharmacists would prefer to see antitoxines, serums, etc., omitted from the Pharmacopœia altogether rather than bear the burden of responsibility attaching to the application of biologic tests which they would obviously have few facilities for applying.

As to the introduction of synthetic remedies, if the Revision Committee be governed by the plan for revising the Pharmacopœia presented at the Washington convention in May, 1900, it may admit into it "any synthesized product of definite composition which is in common use by the medical profession, the identity, purity, or strength of which can be determined." According to the report made to the American Pharmaceutical Association last month by Dr. R. G. Eccles, the chairman of the A. Ph. A. Committee on the Revision of the Pharmacopœia, no copyrighted names are to be recognized in the forthcoming eighth revision, and the synthetic remedies which will be officially recognized in the work will number about 15. A pharmacopœial title is to be chosen for proprietary substances recognized in this way, and we suppose the trade or copyrighted names used by the manufacturers will be given as synonyms. In regard to the plan of adopting a distinctive pharmacopœial title, Dr. Eccles suggests to the committee a careful reading of recent court decisions bearing on property rights in copyrighted names of patented products before finally adopting it. It would be better in his opinion to adopt the firm name, copyrighted or not copyrighted, for, as he argues, to give a patented article a pharmacopœial name prior to the expiration of the patent and simultaneous loss of property right in the title, would be to permit the patentee to exercise the same monopoly that he had previously exercised and thus defeat the very object aimed at by the committee in excluding copyrighted titles from the Pharmacopœia.

AN annoying typographical error destroyed the identity of the author of the interesting article on the advertising value of window placards printed in the AMERICAN DRUGGIST for August 24, p. 99, under the title A Loyal but Neglected Servant. The correct name of the author is Ralph B. Gable, a name that is doubtless quite familiar to a host of readers as that of one of the editors of our esteemed contemporary, *Merck's Report*.

PRACTICAL DISPENSING NOTES.¹

By GEO. M. BERINGER, PH.M.,

Chairman of the Committee on Practical Pharmacy and Dispensing of the American Pharmaceutical Association.

THE following notes, queries and comments were forwarded to the section on Practical Pharmacy and Dispensing, and on motion were referred to the chairman to be arranged for publication. It is regretted that the members did not more generally respond to the appeal of the committee and contribute their observations in the envelopes issued with the Proceedings of last year. The thanks of the section are due to the following contributors for these notes: H. A. B. Dunning, Baltimore, Md.; G. H. Lichthardt, Sacramento, Cal.; Otto Raubenheimer, Brooklyn, N. Y.; E. Q. Anewalt, Phillipsburg, N. J.; L. L. Staehle, Newark, N. J.; F. J. Llewellyn, Mexico, Mo.; Dr. C. B. Lowe, Philadelphia, Pa.; C. Osseward, Tacoma, Wash.; Wm. C. Kirchgessner, Grand Rapids, Mich.

PRESCRIPTION DIFFICULTIES.

℞ Salol	4
Thymol	1
Ol. Anisi	1
Misce et in caps. No. xx. div.	

In compounding this prescription the correspondent reports that the following manipulation was successful: Triturate the salol and thymol until liquid, add oil of anise and 1 Cc. olive oil and dispense in 5 minim soft capsules.

℞ Heroin .....	.09
Thiocol	7.50
Syr. hematic hypophos, q. s. ad.	150.00

The contributor of this prescription states that "Thiocol when dissolved in the Hematic syrup causes a red brown coloration." This coloration is no doubt due to the reaction between the iron salt contained in the syrup and the guaiacol of the Thiocol (Potassium-guaiacol-sulphonate).

℞ Thymol	gr. x
Menthol	gr. x
Eucalyptol	gr. xx
Cocaine mur.	gr. v
Benzoinol	℥iv
Misce.	

As cocaine muriate is not soluble in Benzoinol the compounder used the alkaloid cocaine and effected solution by warming.

℞ U. Amara sulph.	gr. 86
P. Bayer	gr. 72
Misce fiat in caps., No. 24.	

This prescription is accompanied by the following note: "Amara Sulphate (Bitter Sulphate) is a local name for quinine. The 'U' before it makes it 'U' quinine or Euquinine, which the physician had intended."

We cannot condemn too severely the carelessness exhibited in abbreviating the items in this prescription. Such methods are certainly not in keeping with twentieth century practices.

℞ Potassii Iodidi	gr. lxxx
Resin. guaiac.	gr. lxxx
Vin. colchici sem.	℥ss
Aquæ cinnamonil.	℥i
Syr. simpl. q. s. fiat.	℥viii
Misce et sig. Tablespoonful three times a day.	

This contributor comments "The proper manipulation is to dissolve the iodide in the cinnamon water. Rub the guaiac with the syrup gradually added and add to the aqueous solution, little by little, shaking after each addi-

tion; finally gradually add the wine and agitate. If solution is added to the mixture of resin a separation will take place almost immediately, and if the wine is added before all the other ingredients are mixed a resinous precipitate takes place immediately. If made in accordance with the above directions a smooth mixture with the guaiac in suspension results.

℞ Adrelin chloridi.	m. xv
Nitro-glycerin	gr. 1-50
Aq. qs. ad.	℥i
Mist et ft. in mist.	
d. t. dos., No. xxxii.	
Sig. dr. 1 q. 4 hr.	

DR. M.

This prescription was wanted in a hurry and the pharmacist dispensed it thus:

℞ Solution adrenalin chloride (1 ÷ 1000)	℥i
Spirit Glonoin 1 per cent.	m. lxxiv
Aqua dest. q. s. ad.	℥iv
℞ Decoct. cort. chin.	300.00
Bromat. natr.	12.00
Aeth. spt. camp.	5.0
Ext. nuc. vom.	0.2
Misce.	

Our correspondent writes: "The above Swedish prescription was brought in by a lady who said she had it put up in two stores, but it did not look, smell, or taste the same as when put up in Sweden."

It was compounded with a decoction of calisaya made by boiling calisaya, 30 Gm., with 300 Cc. water for 10 minutes, and straining when cold. The second item is sodium bromide, 12. For the third item he used:

Spts. camphor.	3
Aeth. sulph.	2

The extract nux vomica was dissolved in a little alcohol and water and added lastly. The lady said that the mixture as thus prepared was exactly as prepared in Sweden.

If we had compounded this prescription we should certainly have followed the Pharmacopœia Svecica and used the *Decoctum Chinæ Acidum* of that authority containing 10 parts cinchona and 1.5 parts dilute hydrochloric acid in 100. In the same Pharmacopœia *Æther Spirituosus Camphoratus* is official and is a solution of Camphor 15 in spirit ether 85, the latter being ether 25, alcohol 75. Brometum natricum is the official title in that Pharmacopœia for sodium bromide.

℞ Tr. nuc. vom.	℥ii
Ingluvin	℥ii
Bov Gallæ.	℥i
Syr. aromaticum	℥i
Vini pepsinæ, q. s. ad.	℥i
Misce. Sig. ℥i. p. c. in aquae.	

DR. B.

This contributor dispensed for "French Ox" (probably a first cousin to the Irish Bull), purified ox bile and for syrup aromaticum the following:

Tr. aromat. Ph. G.	℥ii
Syrupus ad.	℥i

He gives no reason or authority for this formula for aromatic syrup and we are inclined to dissent, as syrupus aromaticus is official in the British Pharmacopœia and contains tincture of orange and cinnamon water and would not resemble a syrup extemporized from the German pharmacopœial Tr. Aromat.

℞ Tinct. Iodl.	
Aquæ ammoniac fort.	
Collodii exile, aa.	℥ii

The compounder writes: "It was a clotted and ugly mixture. I made a second lot and set aside to see what it would do. The next day it was a clear solution of a sherry wine color."

¹ Presented at the annual meeting of the American Pharmaceutical Association, August, 1908.

The clotting was due to the precipitation of the Canada turpentine and oil of the flexible collodion, and if the compounder had looked at the mixture a few days later he would probably have found an almost colorless liquid with a resinous precipitate.

℞ Antipyrin	3i
Sodii borat	3iiss
Acid. carbolic	3i
Chloral hydrat	3iiss
Glycerin	3i
Aqua dest. q. s. ad	3viij
Misce. et sig. Apply.	

If improperly mixed an oily liquid will separate and sink to the bottom of the bottle and cannot be distributed. The antipyrine should be dissolved in half the available water and the other ingredients in the remainder, and these solutions mixed, when a homogeneous milky mixture will result. The difficulty here is due to one of the many incompatibles of antipyrine. In this case carbolic acid is presumed to be the disturbing ingredient.

℞ Extract opii	gr. v
Iodoform	gr. xviv
Ergotin	gr. xv
Ext. hyoscyam	gr. xii
Oleii theobrom., q. s. fiat suppos. No. vi.	

Our correspondent states that he made the suppositories in a mold, and that during a recent hot spell they crumbled, not melted or run together. He had often made them before but had never had the same experience.

We presume that they were made by melting, and regret that the size of the suppository mold is not indicated. If made only 15-grain suppositories then, with nearly 8½ grains of medicaments in each, we can image that it might be difficult to get perfect cohesion. However, we are inclined to believe that the crumbling was due to a change in the cacao butter. We have frequently noted that this product if exposed in warm weather undergoes a peculiar change, becoming white, dry, and, if broken up or grated, loses its cohesiveness. The addition of a small amount of almond oil to the suppository mass generally corrects this.

℞ Iodine	gr. ij
Potass. iodide	gr. iv
Acid. carbolic	gr. ij
Menthol	gr. iij
Ol. gaultheriæ	m. x
Alboline ad	3ii
M. Sig. Use in atomizer four or five times a day.	

The physician insisted on the potassium iodide being added, and as he wanted a clear solution it had to be filtered out. The compounder inquires, What is the use of the potassium iodide? I fail to understand it in this prescription.

The prescriber's intent evidently was to insure solution and absorption of the iodine.

℞ Sulphur præcip.	3iv
Camphor	gr. ij
Tragacanth	gr. xx
Liq. calcis	
Aquæ rosæ, aa.	3ij
Misce.	

The contributor states that an excess of tragacanth is directed. In his experience three grains is sufficient if thoroughly mixed with the sulphur and camphor, and then sufficient of the water is added at first to more than cover the powders and rubbed rapidly to a smooth paste.

℞ Resorcin	3iij
Chloral hydrat	3iv
Acid. sulphurous	3iiss
Ol. ricini	gtt. v
Spt. vini rectific. q. s.	3viij

This mixture liberates chlorine, and possibly with the formation of some sulphuric acid.

℞ Antimon. et potass. tart.	gr. i
Codeine sulph.	gr. ij
Syrup pruni virg.	3ij
Aquæ, q. s.	3iv
Misce.	

The tartar emetic causes a decided precipitation of the codeine.

℞ Lanolin	3i
Cocaine mur.	gr. x
Oleic acid.	q. s.
Misce.	

Evidently the intention of the prescriber was to have the cocaine dissolved in the oleic acid, but as the salt is insoluble the compounder substituted the alkaloid cocaine, thus correcting the physician's error.

℞ Nitro-glycerin	0.2
Tinct. capsici	2.5
Spt. vini rect.	
Aqua menth. piper, aa.	12.5
Misce.	

In compounding this prescription our contributor allowed 20 Gm. of a 1 per cent. solution of nitroglycerin to evaporate spontaneously to 12.5 Cc., and used this in place of the alcohol directed.

℞ Lycopodium	3 x 3ss (2 gr. tablets)
Sulphur	3 x 3ss (2 gr. tablets)
Sig. Take two tablets alternately every three hours.	

This is a homœopathic prescription and means that ½ ounce of lycopodium, third decimal trituration, be made into 2-grain tablets, and that ½ ounce of sulphur, third decimal trituration, be similarly made into 2-grain tablets.

To those not familiar with homœopathic pharmacy it may be interesting to explain that this trituration contains 1 part of the drug in 1,000 of trituration. Up to date pharmacists will find it profitable to study, at least, to some extent, homœopathic pharmacy, and a comparison of the pharmacopœias will bring out much information of interest.

(To be concluded.)

A CIRCULATORY APPARATUS FOR MAKING SOLUTIONS OF IODINE.

By M. I. WILBERT,

Apothecary to the German Hospital, Philadelphia.

THAT liquid preparations of iodine are not stable, has been known for a number of years. Dr. Coindet, one of the first physicians to use iodine as a medicinal agent, was probably the first to call attention to this fact. (Fisher on Iodine, A. J. P., 1829, p. 87.) Recognizing the fact that solutions of iodine deteriorate rapidly on standing, some way of making small quantities of these solutions with the least possible expenditure of time and energy would appear to be desirable.

From our experience, this is readily accomplished by the use of a simple circulatory apparatus, made from a wide mouth bottle and an ordinary test tube.

A test tube having an outside diameter of from 2 to 2.5 cm. is to be preferred. This should have from 12 to 15 holes, about 1 mm. in diameter, in the bottom and lower portion of the side of the tube. A perforated tube may be made by heating a small area of the tube in a Bunsen flame, touching the heated portion with a glass rod sufficiently long to make it adhere, then, by pulling gently on the rod, a localized projection is formed that is later broken off; the irregular shaped holes thus produced are reduced in size and the tube restored to its former shape by heating.

The operation is a simple one when performed by an expert; for the average individual it is perhaps easier

¹ Read at the fifty-first annual meeting of the American Pharmaceutical Association, held at Mackinac Island, Mich., August, 1903.

and more satisfactory to buy the tubes, as they are quite inexpensive. The outer diameter of the tube should fit closely the inner side of the neck of the bottle, the tube can then be held at any height by using a heavy rubber band, this at the same time acting as a stopper for the bottle.

For making 200 Cc. of tincture of iodine, 150 Cc. of alcohol are put in the wide mouth bottle, the rubber band is then adjusted so that the upper row of perforations in the tube are well above the line of the liquid, the necessary amount of iodine is then placed in the tube and the whole apparatus, closely stoppered, is then set aside for from one-half to two hours in a cool, dark place. When all the iodine is dissolved, the solution is poured into a graduated flask, or suitable receptacle, the circulatory apparatus is washed out with the remaining portion of the alcohol, and this is then added to the first portion to make up the required amount. For making Lugol's solution, or the U. S. P. test solution of iodine, about three-fourths of the required water is placed in the bottle, the tube adjusted as before; the potassium iodide is then first dissolved, the apparatus well shaken to mix the solution, the iodine added and the apparatus stoppered and set aside. When the iodine is dissolved, the preparation is finished by washing the apparatus with sufficient distilled water to make up the required amount.

This apparatus is, of course, applicable to the making of a number of solutions, particularly of such chemicals as are deteriorated by organic matter or are not readily soluble.

VANILLA BEANS AND VANILLA EXTRACTS.

By J. H. Dow.

WHERE do most of the vanilla beans come from, how do they grow, and how can I tell one kind from another? These questions have been asked me again and again by druggists all over New England. To try and answer these questions and also impart what other information I can relative to this important article is the object of this paper.

Mexico and the Reunion Islands furnish most of the beans used in this country. The Seychelle Islands furnish a good many beans somewhat inferior to the others. From Guadaloupe we receive a bean known as the South American. A variety rarely met with in this country is the Java vanilla; its odor is much stronger than the Mexican and equally as fine. It is chiefly consumed in Holland.

THE MEXICAN METHOD OF VANILLA CULTURE.

The method of cultivation and preparation of vanilla for the market varies somewhat in different countries. In Mexico vanilla is planted either in a field or in a forest. To render a forest fit for growing a crop all is cleared off but its young saplings, which serve as supports to the vanilla, the preference being given to trees having a milky sap. Near each tree two cuttings are placed side by side in the following manner:

In a shallow trench $1\frac{1}{2}$ inches deep and 16 inches long three knots of cutting (previously deprived of leaves) are laid and covered up with brush and dead leaves; the remainder of the cutting, 2 or 3 feet long, is placed against the tree and tied to it. The supporting trees should be no nearer than 12 or 15 feet, to give sufficient room for the development of the plant. After a month the cuttings have taken root and must be carefully kept from weeds or briars of all kinds. The third year vanilla thus planted begins to bear fruit and continues from 30 to 40 years. When, on the other hand, a field on flat land or river bottom is selected, the Mexicans first plow it up thoroughly and on it raise a crop of maize. While this is growing the field becomes, it appears, covered with a quantity of young lactescent trees of the fig family, which, after a year, are large and strong enough to support the vanilla vine. Then the setting of the plant is performed in the manner before described, and from these the finest product is obtained.

HOW THE VANILLA IS GROWN IN REUNION.

On the islands of the Reunion, Seychelles and Mauritius

the mode of cultivation is still different. In Mexico, where the fecundation of the flower is left to nature, the plant is allowed to climb up the trees; while in Reunion, where the fecundation is artificially performed, the plant is not allowed to grow out of human reach; cuttings are set at the foot of trees, the trunks of which are joined together by sticks of bamboo, so as to form a sort of lattice on which the vanilla can grow and spread rapidly and freely. In no case are the trees ever cut down, for the plant loves a moist ground, and equally fears a burning sun. It is under these large trees that the vanilla plant is seen in its typical form, vigorous and very productive. Experience has shown that a vanilla plantation should not be worked for over seven years, but in the meantime a new one is got in readiness so that there need be no interruption.

THE VANILLA IS NOT AN AIR PLANT.

One peculiarity of the vine is that after three or four years planting the stem will rot off at the roots and will continue to rot three to four feet up the vine, while the top looks green and flourishing. In the meantime from above where it is going to rot it shoots out fine little rootlets like threads and continues them to the ground. So delicate are these threads running along the trunk of the tree and so prominent the rotted off end of the stem that it gives the vine the appearance of living independent of the earth, giving rise to the theory that it is an air plant. It will sustain itself in a severed state, but to make material growth and fruitage it must connect itself with mother earth. A vine will bear from 15 to 45 beans a year, some vines having been known to produce as high as 65 beans at one time. Twenty beans to a vine is a good average crop. The pods are cut off separately as they ripen, since, if over-ripe, they are apt to split in drying, and if unripe, the product will be of an inferior color and fragrance. The pods take a month to arrive at full size and six months longer to ripen.

The exact time for collecting is judged by the crackling of the pod when pinched between the fingers. The bean is gathered in the late autumn, when nearly matured, in the form of a large green pod, and is immediately submitted to the process of drying and curing, which is said to reduce its weight 80 per cent. and to require several months for completion.

HOW THE BEAN IS CURED.

Various are the processes known for curing. There are the Guiana, the Peruvian, the Mexican and the Reunion processes. The Mexican process is as follows: As soon as gathered the fruit is placed in heaps under a shed to protect it from both rain and sunshine, and a few days later is submitted to a sweating process. This is carried out in two different ways, according to the weather. If it happens to be warm and clear the beans are, early in the morning, spread on a woolen blanket and exposed to the direct rays of the sun; about 12 or 1 p.m. the blanket is folded around the beans and the bundle is left in the sun for the remainder of the day. In the evening all the pods are enclosed in tight boxes so that they may sweat the whole night. The next day the beans are again exposed to the sun. They thus acquire a dark coffee color, the shade being a deeper brown in proportion to the sweating operation.

Should the weather be cloudy the vanilla is made into bundles and a number of these packed together into a small ball, which is first wrapped with woolen cloth, then with banana leaves over it and finally with a stout matting, which is bound firmly and sprinkled with water. An oven is now heated to 140 degrees and the balls containing the larger beans are placed in it. When the temperature has been reduced to 113 degrees the smaller beans are introduced and the oven is closed tightly. After 24 hours the smaller beans are taken from the oven and 12 hours later the larger ones. During this process the vanilla has sweated and acquired a fine maroon color. Now the drying, a most delicate operation, must be attended to with great care. The beans are spread on mattings and exposed to the sun during nearly two months. When the drying is nearly completed it is finished in the shade in a very dry place. Such extremely delicate processes are not for crude agriculturists to conduct successfully. In Mexico are several wealthy curers who are also men of cultivation and refinement. Among the number may be mentioned Gonzolez, Marca, Silvaro, Moreno, Fuente and J. P. Tremari, and from these it may be said the best Mexican vanilla beans may be obtained.

THE UNITED STATES IS THE LARGEST CONSUMER OF VANILLA.

We use more than all the rest of the world combined, and chiefly the best kinds produced. The Mexican beans have for years been considered the finest beans, but of late years the general quality of vanilla has changed to a noticeable degree. Mexicans are not quite so handsome as in former years, probably owing to the fact that, while then every curer and packer took pride in offering goods that surpassed his competitors,

¹ Read before the Vermont State Pharmaceutical Association, September 2, 1903.

they now look after the pecuniary side only. Whereas, crystallized Mexican pods were formerly of frequent occurrence, they now rarely possess any crystals.

RECENT ARRIVALS OF BAD QUALITY.

Up to December 1, 1902, the arrivals of new crop Mexican beans aggregated 30 cases; the receipt of such a quantity so early as this is extraordinary. The arrivals consisted entirely of cuts, and this indicates that the beans are not curing well, in other words, are likely to mite; some people call these mites lice, and when a bean becomes mited the fine flavor is spoiled and the bean will soon become unfit for making extract. Up to the present time the beans that have arrived from Mexico are very bad quality and about all show mite. The good cured beans are held back in Mexico and most people in the vanilla business believe they are recurring them, so that they will keep without moulding or miting after they arrive here.

CHARACTER OF THE BOURBON VARIETY.

Bourbon vanilla beans—all beans from the French possessions are called Bourbons—have improved wonderfully in recent years, every new crop being an improvement on the old one. Twenty-five years ago it was a difficult matter to sell Bourbon beans in this market, while now we import more of this variety than we do of the Mexicans. Prime Bourbon beans to-day are handsomer in appearance than Mexicans. The Mexican beans come in pods from 5 to 9 inches in length, round and tapering at both ends, with a hook at one end; in color they vary from a reddish brown to almost black, and when of prime quality are of a dark chocolate color with a thin, smooth, oily epidermis and quite pliable. The Bourbon or Reunion vanillas resemble the Mexicans very much in general appearance, excepting that they are generally covered with crystals of vanillin—later on I will call your attention to the so-called vanillin-sold in the market at the present time. The odor of this variety is not quite as fine as that of the Mexican, though an extract made from the best Bourbon fruit compares very well with the best Mexican. The vanillin crystals also vary much, there being long, snow white crystals, white matted masses resembling cotton, and light and dark yellow crystals. This variation in color is due solely to their age. The Seychelle Islands furnish us with a bean much inferior to any of those previously mentioned. Its odor is often smoky or inky. The pods range from 4 to 8 inches long and are of a light brown to a dark brown color, and as a general thing they are nicely crystallized. England is the chief market for this variety.

Vanillas imported from Tahiti are almost devoid of the true vanilla flavor, their flavor resembling hellotrope. The pods vary from 4 to 8 inches in length and are flat, very pliable and soft, and of a dark brown color.

In Mexico men, women and children use the vanilla bean as a narcotic, placing a piece of the bean cut open under the tongue, the pod side next to the tongue.

IMPORT STATISTICS.

Mexican vanilla frequently comes into the market cut up in lengths from $\frac{1}{2}$ to $1\frac{1}{4}$ inches long and known as cuts. These are of inferior quality, being made from wind-falls, pods picked before maturity, split pods, and such as are too small or unsightly to pack in bundles. The consumption of vanilla is constantly increasing, as will be seen by the following figures, showing the importations into the country during the past 13 years:

	Mexican. Pounds.	Bourbon. Pounds.		Mexican. Pounds.	Bourbon. Pounds.
1890.....	80,000	94,800	1895.....	25,998	90,572
1891.....	60,000	110,000	1896.....	40,000	71,000
1892.....	74,000	160,000	1897.....	58,521	65,378
1893.....	74,544	170,820	1901.....	291,000	90,000
1894.....	41,752	101,111	1902.....	176,000	100,000

The market prices on beans have varied greatly during the past ten years, Mexicans bringing as high as \$20 per pound and running down as low as \$5. Bourbons are generally from \$2 to \$3 lower than Mexicans. At present the latter are quite high owing to a scarcity.

In buying vanilla beans the best way is to buy from a thoroughly reliable house, one in which you have confidence.

FRAUDS IN VANILLA BEAN BUSINESS.

It is a fact that but very few druggists are able to distinguish one bean from another, and why? Simply because they have never given much thought to the matter, as the amount that the druggist generally buys is small and he thinks it not of importance enough to study up on. But with the increasing demand for extract of vanilla the matter of buying good beans is important, and druggists should be better posted on the quality of the goods they buy. I have seen some rank specimens of beans sold to druggists for prime Mexicans at high prices that were nothing but Tahitis. Stripping is another species of fraud. It is done by cutting the beans on the

inside with a very sharp knife nearly the whole length of the bean, then laying it in alcohol for several hours. After the bean has soaked it is taken and rubbed over with oil, the incision carefully pressed together, more oil rubbed on, and the bean put in the center of the bundle, and the article will bring a higher price than if it had not been manipulated. Always examine your beans carefully if you have any doubts as to quality. Beans that have been split in the manner described above will open very easily by pulling slightly from both sides of the bean.

Tonka beans should be used carefully. In making an extract from these beans never use it clear, as it is poisonous. It can be used as a blend in extract of vanilla.

AS TO SUBSTITUTES FOR NATURAL VANILLA.

The greatest rival of vanilla beans is vanillin, but it is not to be compared with the bean when a first-class extract of vanilla is desired. The vanillin of commerce is not extracted from the bean, but is a manufactured product, made from the eugonol of cloves and allspice and gum benzoin; it also exists in asparagus, lupine seeds, the seeds of the common wild rose and asafetida. The first vanillin was made by De Laire and was put on the market at \$12 per ounce; to-day it can be bought for 50 cents per ounce. Coumarin, which is the active principle of Tonka bean, is used largely with vanillin and can be purchased for 35 cents per ounce. This artificial vanillin, while rendering very good service in the making of perfumes, in which it has the advantage over the bean of absence of color, can never displace it as a flavoring extract, despite assertions to the contrary. It lacks the delicate flavor of the natural bean. If you want first-class extract of vanilla, steer clear of vanillin.

A GOOD FORMULA FOR VANILLA EXTRACT.

There are so many formulas for making vanilla extract that to enumerate one-half of them would take too much time, so I will give only one, which has been tried often and always proved good.

To make one gallon of vanilla extract proceed as follows:

Vanilla beans.....	oz. 8
Glycerin	oz. 6
Water	pints 4
Alcohol	pints 4

Cut or grind the beans very fine; rub with the glycerin and put in a wooden keg (a brandy cask if possible), dissolve the sugar in the water, first heating the water if convenient, then mix the water and alcohol and add to the vanillas. Keep in a warm place for three to six months before using. Shake often. To clear, percolate through the dregs. If a dark, rich coloring is desired, add a little sugar coloring. To get the full benefit of the vanilla beans put them into maceration as soon as you get them.

Uniform Pharmacy Registration Requirements.

Uniformity of requirements for license to practice pharmacy in the several States would be a desirable reform. The profession could hardly suffer from the establishment of a national standard of efficiency. The test examination would no doubt be made more rigorous than at present, if anything, and it really seems unfortunate that the entire matter cannot be controlled by a national bureau of pharmacy, instead of the State boards, as at present, with their varying standards and lack of harmony.

Recognizing the right of each State to control its own citizens in this matter, and the consequent impracticability of national control, the resort must be had to some form of reciprocal registration in pharmacy—i. e., to some form of interstate registration which will make it possible for a druggist who has registered in one State to secure a certificate on removal to another State without a re-examination. This subject was ably discussed in no less than five papers, which were read at the recent annual meeting of the American Pharmaceutical Association at Mackinac Island. The writers of these papers represented widely scattered sections of the United States, showing that the demand for uniformity of registration is not confined to any section.

On this subject no less an authority than the AMERICAN DRUGGIST says that, while it is not to be expected that immediate action will be taken looking toward the establishment of reciprocity or of such a volunteer national board, as has been proposed, yet when once the conference has been organized, and when the members of the several boards have found that they can co-operate with each other to great advantage, as they no doubt will find, it is only reasonable to expect that some practicable means will be found which will do away with the necessity of re-examination of every pharmacist changing his place of abode from one State to another.—*Paint, Oil and Drug Review.*

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Reactions for Strychnine.—Guerin (*Journal de Pharmacie et de Chimie*, June 15, 1903) says that Wentzel's reaction (1 part of potassium permanganate and 100 parts of sulphuric acid), which gives a violet color with strychnine, is also obtainable with tartrates, citrates, sulphocyanides and organic matter. For this reason it is better to employ the reagents of Mandelin or of Kundrat (ammonium vanadate and sulphuric acid), or the solution of cerium oxide in sulphuric acid, recommended by Sonnenschein. As regards potassium bichromate and sulphuric acid, it does not give any reaction with sulphocyanides, but on contact with citrates and tartrates it gives a green color, which cannot be confused with the intense violet of strychnine.

A Reaction for Hydrastinine.—Jorissen (*Annales de Chimie Analytique*, 1903, p. 127) says that hydrastinine may be distinguished from other alkaloids through its behavior with Nessler's reagent. If a few drops of this reagent be added to a solution of hydrastinine hydrochlorate a precipitate is formed which at once turns black. If a few drops of this reagent be added to morphine, or apomorphine, a similar reaction occurs; but the other alkaloids do not react this way. Of the bitter principles only picrotoxin precipitates mercury from Nessler's reagent.

A Curious Mode of Decomposing Light.—Mansier (*Répertoire de Pharmacie*, August, 1903), describes a remarkable method of decomposing a ray of light by chemical means. It is well known that when certain liquids are superimposed their surface of contact is colored and rendered iridescent, the colors changing according to the angle of incidence of the visual rays, and constituting the tints of the solar spectrum. The superimposition of two liquids, glycerin and oil of turpentine, constitute a curious mode of decomposing white light. These two liquids are completely insoluble in each other, and on shaking, nothing but a mixture of particles, in other words, an emulsion, is obtained.

A quantity of each of these liquids is introduced into a test tube, and the two are mixed by shaking briskly. The two liquids again separate when the shaking is stopped, but they each contain minute globules of the other liquid, so that they are not perfectly transparent on close examination. On examining black objects, writing in black ink, etc., through these liquids they will be seen to have a blue color, and their outlines will show a yellow tint, the complementary color of blue. If the same test tube be placed in a water-bath, which is brought to 70° C., and when the liquids separate and become clear, if one examines the same objects those that had been colored blue appear green, and gradually as the liquid cools they assume successively a yellow, orange, red, violet, indigo and finally a blue color, in other words, the colors of the spectrum, but in a slightly different order. With each color the object has a halo of the complementary color applying to each tint as they change. This dispersion of white light into two different colors is due to the difference in the refraction of the two liquids. If the official glycerin be discarded, and if glycerin at 30° Baumé be used, the green tint may be obtained in the cold with this mixture. It is sufficient to add glycerin drop by drop to this mixture to obtain the whole scale of colors of the spectrum without heating the mixture. Instead of oil

of turpentine the oils of thyme, eucalyptus, of bergamot, etc., may be used. (It is possible that a method of this kind might prove useful as a test for the identity or the purity of certain preparations.—Editor.)

A Reaction for Nirvanine.—Deniges (*Bulletin de la Société de Pharmacie de Bordeaux*, June, 1903) suggests the use of a combination of nirvanine with mercuric cyanide in testing for the presence of nirvanine in a solution. When a solution of nirvanine and of sodium chloride of each Gm. 1 in Cc. 50 of water, is mixed with a solution containing Gm. 0.20 of mercuric cyanide in the same quantity of water, there is formed on the surface of the liquid a deposit composed of crystalline needles arranged in groups or in bundles. When more concentrated solutions of these substances are taken, the presence of sodium chloride is not indispensable. The presence of alkaline chlorides or bromides favors, like that of sodium chloride, the formation of the chloro-cyanide of nirvanine and mercury. Other mercuric salts, notably the bromide, the chloride, the sulphate, furnish combinations with nirvanine, but the crystals appear only after a certain time.

The reaction discovered by Deniges may serve for the microchemical diagnosis of nirvanine. A drop of the solution of nirvanine (1:100) is taken, and a drop of a solution containing Gm. 1 of mercuric cyanide, Gm. 1 of sodium chloride, and Gm. 10 of water is superimposed. The slide is shaken, and a precipitate is formed which can be seen under the microscope, consisting of the characteristic long needles formed by nirvanine under these conditions. Mercuric cyanide may also be detected in the same manner, using the test inversely. On a drop of a solution consisting of Gm. 0.5 of nirvanine, Gm. 0.5 of sodium chloride and Gm. 15 of water, a drop of the liquid suspected of containing mercuric cyanide is placed. The crystals are looked for in the resulting precipitate.

Color Reactions of Chloroform with Phenols.—Dupouy (*Bulletin de la Société de Pharmacie de Bordeaux*, May, 1903) shows that when chloroform is made to react upon phenols in the presence of potassium salts, there arise color reactions which differ according to the nature of the phenol. With ordinary phenol a yellow color is obtained. With resorcin, it is gooseberry red, with naphthol it is blue. Dupouy further tried this reaction on other phenols, and found that it is characteristic for thymol, on the addition of sulphuric acid. He proceeded as follows: Half a cubic centimeter of an alcoholic solution of thymol in the strength of 5 per cent. is treated with a drop of chloroform and a tablet of caustic potassa, and boiled. The mixture turns yellow, then red. If 1 Cc. of sulphuric acid be added, and if the mixture be again heated, a very intense violet color is produced. If this violet liquid be dissolved in acetic acid, a liquid is obtained which in the spectroscope gives a spectrum much like that of oxy-hæmoglobin, with the difference that the two bands situated in the green are closer to the red of the spectrum. The violet solution gives a spectrum with a band between the D line and the red. In the absence of chloroform sulphuric acid gives, in the presence of thymol and potassa, a slight bluish tint, and is devoid of spectral lines.

Dupouy's reaction may be used to detect the presence of very small amounts of chloroform and in toxicological examinations Vitali's method may be used, the chloroform being extracted by means of a current of hydrogen.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

State Boards That Recognize the New York State Certificate.—Referring to a note in this column in our issue of July 27, 1903, Dr. George F. Payne, the dean of the Atlanta College of Pharmacy, writes:

"I notice in one of your recent issues a reply to a correspondent (G. L. M.) as to the State boards recognizing New York State licenses. A number of States are mentioned as recognizing the New York State certificates. I was not aware that the New York Board of Pharmacy recognized the certificates of any other States, but you are in error in naming Georgia as one of the States that recognizes the New York State Board. I did not know there was any State in the Union that would recognize the licenses of a State which does not recognize the licenses of other States."

"Georgia always stands ready to do the fair thing by the other States, but it could hardly be expected that she would recognize the licenses of a State that did not reciprocate with her. We believe in a general understanding between the various State boards and the various colleges of pharmacy as well, but we do not always get what we want in this world."

We gladly accept Dr. Payne's correction. With regard to the State of Georgia we should have said that "the Board of Pharmacy of this State interchanges licenses with such boards as have accepted the New Orleans plan of 5 per cent. above requirements to pass examination, provided the average made is not less than 70 per cent.," in accordance with a statement made to us by Dr. Henry R. Slack, while he was secretary of the Georgia State Board of Pharmacy, in 1895. Dr. Payne, appears, however, to have overlooked the saving clause in a portion of our answer to G. L. M., where it was expressly stated that the boards named "accept the certificates of the New York State Board of Pharmacy in lieu of examination, *subject to certain conditions*, particulars of which can be obtained upon application to the secretaries of the respective boards."

In connection with the foregoing it may be stated that the boards of pharmacy of the following named States register graduates in pharmacy without examination: Alabama, Arkansas, Connecticut, Delaware, District of Columbia, Florida, Idaho, Iowa, Kansas, Maine, Missouri, Rhode Island, South Carolina, Texas, Vermont, West Virginia, Wyoming. In most of the States named graduates of pharmacy are required to have drug store experience, varying from two to four years.

The Treatment of Mange in Dogs.—F. W.—The symptoms of mange are caused by a parasite that burrows beneath the skin of the animal. The disease resembles the "itch" which afflicts human beings and, as in the case of itch, sulphur is the sovereign remedy. A favorite curative compound with kennel keepers is made as follows:

Sulphur	3xvi
Tar oil	O ½
Whale oil	O 1
Crude petroleum, enough to make	Cong. 1

This is applied with a swab made by rolling a rag around the end of a stick; the mixture being rubbed gently but thoroughly into the animal's skin, especially along the back. The operation is a very grateful one to the animal and the application is seldom resisted.

For kennel dogs the mixture is allowed to remain on the animal and is renewed after each bath. In the treatment of house dogs, however, it is customary to tie the animals up for a few hours after the ointment is applied and then give them a good scrubbing with soap and water before turning them loose. The mixture will be found useful in the treatment of the other diseases of the skin that dogs are afflicted with in hot weather.

Colic Cure for Horses.—M. F. H.—The usual colic mixture is a strong anodyne and carminative potion of some such composition as the following:

Tincture of opium	℥i
Spirit of peppermint	℥i
Tincture of ginger	℥i
Ether	℥i

This is given as one dose in a pint of water and repeated in an hour if necessary. As soon as the more urgent symptoms subside, it is recommended to administer a purgative—an ounce of powdered aloes in a pint of linseed oil being a favorite drench with many horse-men.

Chloral hydrate in ounce doses inclosed in a capsule is also an effective remedy for colic in horses.

We do not know what the homœopathic remedy for colic is, but have seen it stated that it was a dilution of colocynth.

Large Sized Capsules.—J. D. inquires as to the best excipient for massing the subjoined prescription in order to produce a capsule of the smallest possible size. He has found it impossible to force the mass into 00 capsules and, having divided it into 20 parts, and made the dose 2 capsules, he has experienced difficulty in using No. 1 capsules. The prescription follows:

Salol	Gm. viii
Phenalgin	Gm. viii
M. Divide into ten capsules.	

It will be seen that the directions call for a single dose of 1.6 Gm., or nearly 25 grains, a quantity too large for ordinary capsules when packed dry; with an excipient a veterinary capsule would be needed as the mass would make a fair sized bolus.

All things considered it will be found best to fill the capsule dry instead of massing. The drugs should be first rubbed down well in a wedgewood—not glass—mortar to make as dense a powder as possible. Even then it will be necessary to double the number of capsules, but a smaller sized capsule can be used.

The Detection of Saccharin in Fruit Juices and Syrups.—E. K. M.—A modification of Roessing's test for saccharin in beer will probably answer the purpose and its ease of application is in its favor.

To 2 or 3 pints of a 5 or 10 per cent. solution of the suspected juice or syrup, add a little phosphoric acid and shake out this solution a small portion at a time with an equal portion of ether, using the same portion of ether each time. After the whole of the solution has thus been extracted by the ether, the latter is evaporated off in a capsule dish and the residue dried. The residue is then repeatedly rubbed up with a small portion of anhydrous ether, which after decanting from any insoluble residue is mixed with an equal volume of benzin. This is well mixed, allowed to stand a short time to allow

any particles to subside, and then filtered, after which the filtrate is evaporated a little at a time on a watch glass, and if necessary dried in an exsiccator over sulphuric acid. If saccharin is present the watch glass will be coated with a layer of white crystals intensely sweet.

Formulas for Blue Print Photography.—W. S. K. writes: "I have been using the subjoined formula in making blue print paper for photographic use, but find it too slow.

Iron and ammonium citrate.....	3i
Potassium ferrocyanide.....	3i
Water	5viij

"Would you please give me a formula for a fast blue paper similar to that now on the market."

Our correspondent's formula approximates in composition the sensitizing formula used by expert workers. He has, however, confused the ferricyanide salt with the ferrocyanide. The potassium ferrocyanide is only used in the positive process by engineers and draughtsmen who want positive prints from their designs, which are themselves positive.

Our correspondent would obtain better results by doubling the quantity of salts used in his formula and taking care of course to use the red prussiate of potash (potassium ferricyanide) instead of the yellow prussiate, or potassium ferrocyanide. We append several formulas which are in use by expert photographers:

I.

(A) Ferri et ammonii citratis.....	3ij
Aque	3i
(B) Potassii ferricyanidi.....	3ij
Aque	3i
For use mix equal parts of A and B.	

II.

Potassium ferricyanide	3v
Iron and ammonium citrate.....	3viij gr. lv
Water	3vi
Water of ammonia.....	3ss

Dissolve the potassium ferricyanide in the water, add the ammonia, and then the iron and ammonium citrate and stir until a clear solution is produced.

III.

Hope's Formula.

Prepare a stock solution by dissolving 256 grains of potassium ferricyanide C. P. in 4 ounces of water. Cover the bottle with opaque paper and label it, "Stock solution, red prussiate of potash. 1 drachm equals 8 grains." This will keep indefinitely. When it is desired to sensitize paper, dissolve 50 grains of iron and ammonium citrate in $\frac{1}{2}$ ounce of water. For use mix 4 drachms of each solution, filtering each through a wad of wet cotton in the process of mixing. If the paper is to be kept more than a week before use, add 1 grain of potassium bromide to the mixture.

Our correspondent complains of the slowness of the paper he is using. This is one of the faults commonly imputed to blue print papers, which are notoriously slow printers, especially in dull or cloudy weather.

From Coast to Coast.

The AMERICAN DRUGGIST comes to me regularly and I must say I think it one of the best journals published. I wouldn't be without it. A. W. PRESTON.

BALLARD, WASH., September 4, 1903.

Permit me to express my appreciation of the AMERICAN DRUGGIST, its value to the trade, science and pharmaceutical knowledge in general. Its thoroughness and careful selection of interesting and useful reading matter is really satisfying. S. M. SPRYSZYNSKI.

BUFFALO, N. Y., August 11, 1903.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

OPENING NEW STORES.

A GOOD many announcements of the opening of new stores or of removal to new quarters come to this department.

Many of these announcements are excellent, but many miss the mark because they are not direct enough. They attempt to tell too much, when the essential thing is that one thing be told as forcibly as possible. The other things had better be left until some other time.

A removal or an opening is an important event in the history of a store; it cannot be impressed too forcibly. It is, therefore, better to focus attention on the one point. At least make this point the dominant one. There would be fewer mistakes of this character if one fact was more generally appreciated. This fact is that no one circular or ad. can be made to take the place of six. The stories of yesterday, to-day and to-morrow cannot be combined without lessening the effectiveness of each. Better bear in mind the thing that most needs telling to-day and then tell it as directly as possible. If you intend to move and desire to issue a folder announcing the fact, don't beat around the bush, go directly to the point. Let there be no doubt as to the nature of the story in the folder. The first page can wisely be something like this:

**We
Shall
Move**

BLANK BROTHERS.

If there are to be souvenirs on the opening day, the next page can announce the fact in the heading. Then this can be followed by whatever it seems necessary to say to excite interest in the event. There is no objection

to saying something about the service to be rendered in the new store, although that is another story and can be deferred until the opening, and then be presented at the time the matter of service needs particular emphasis.

CRITICISM AND COMMENT.

EDITOR BUSINESS BUILDING:

Inclosed find two of our ads which I wish you would criticize. We have the only drug store in our town. Ad No. 1 is the size space we use as a general thing. It is large enough for a \$3,000 stock of drugs, paints, wall paper and jewelry. We change ads every week.

HUSTON & RYERSON.

Conway, Ia.

The amount of space to be used is to be determined by its cost and the amount of material that you have to publish. For the average advertiser, who rarely has recognized the advertising possibilities of his stock, a space the size of yours would be ample. If, however, you wish to push all your lines properly and the cost of space is reasonable, I think you can advisedly use twice as much, presenting two or three of your lines in each ad., so arranging your copy as to present each subject separately.

Yours ads. are not very attractively set, a difficulty you may not be able to overcome.

The ads. should, however, be productive of results, because you give people definite description of goods and tell the prices.

Such advertising hardly ever fails, although results may be a little slow in the start.



STORE PAPER.

From Kerr's Pharmacy, Pittsburg, comes a copy of "Kerrent News," a store paper of conventional character, but better than the average because good ink has been used on first-class paper.

The first page is devoted to little talks on the store, the prescription department, etc.

The three remaining pages are occupied by lists of goods at cut prices.

If this is the regular arrangement of this publication I should say that there was more price-list than necessary, and that a large portion of the space could better be devoted to other purposes.

For a single issue, however, a list of this kind may be advisable, as its very length is apt to impress people.



SOME ADS OF THE DAY.

1. A long, breezy, straightforward and effective ad from North Dakota. This ad is attractively displayed, is quite sure to be read, and when read will leave a satisfactory impression.

2. This ad is rendered distinctive by the permanent address cuts used at top and bottom. The space is, however, so small that the ad proper is somewhat overshadowed by the cuts. It is difficult to set the ad so as to make it apparent that a change of copy has been made, because the dominating feature of the ad is always alike. The remedy is to use more space or to use lighter face cuts.

3. An ad of merit, because the displayed lines tell the story and because the chief essentials of advertising have been observed. The ad tells what the article is, where it originated, what it is for, what it costs, how and where it is sold.

4. About the proper thing in cut-rate advertising.

5. The upper half of this ad appeared in this department about seven years ago. Been abroad since then, as I have seen it in English newspapers. Evidently back for a visit to old familiar haunts.

6. Might be better, but still better than the average. It should sell some soap.

7. The kind of an ad that most advertisers like, but not the sort that should be regularly used.

Perfume Talk

Do you know that all perfumes are injured by light and heat, and that the longer they are kept in stock the less fragrant, and shorter lasting they become? For that reason I only buy a half pound of a kind at a time, and always have them fresh. I keep them all in a rather dark and cool place, and whenever you see a perfume that is exposed to the strong daylight, you can bet it is not as good as it once was, for in one or two days strong light will spoil the best perfume ever made. Next time you want something real nice in a perfume let me show you one or more of the following odors at \$1.00 an ounce.

Pivers LaTrefla (French imported) Roger & Gallet Vera Violetta (French imported) Ed. Pinaud's Violettes Reine (French imported) Guerlain's Famous Jicky (French imported) Dabrook's LaSylva (American product)

At 50-cents an ounce I have, Colgate's LaFrance Rose (The finest rose odor made at any price) Dabrook's Locust Blossom (something new) Highlande, Jockey Club, New Mown Hay, Crab Apple Blossom, Russian Violet, Stolen Sweets, Persian Bouquet, All popular odors, and good ones for the money.

Paul V. McCoy, The Druggist,

Agent for Eastman Kodaks and Films

Mail orders filled

1

PHILO W. NEWTON & CO.

Ever Try a
Rubber Sponge?
35c. to \$1.00.

Rubber Sponges are sweet and clean—agreeable to the skin—no trouble to keep in hygienic condition. Five sizes. Our prices less than usual prices—35c. to \$1.00 each. Popular with fastidious people.

ALLYN HOUSE DRUG STORE

2

Spaulding's Health
Treatment . . . \$1.00

The Medicine is a prescription
from one of the
great physicians of the world.

It is the Greatest Blood Tonic on the market.

It is fully warranted to benefit within
two weeks or money returned. Hundreds
can testify to relief and cure from Nervous-
ness, Rheumatism, Disordered Stomach and
Constipation. It positively cannot injure
the most delicate constitution. Sold at

Spaulding's Drug Store, Hallowell, Me.

3

NATURE'S REMEDIES

are pure air and "sponges" latter
is best applied with a SPONGE.
There is health and energy in a
SPONGE BATH. "takes away"
"that tired feeling." Nothing can
take the place of a SPONGE for a
quiet bath. We have Sponges to
sell—do. to \$75.

SEE OUR WEST WINDOW—IT CON-
TAINS THE LARGEST SPONGE
EVER PUT ON SALE IN THIS
CITY.

SYKES' SUPERB SODA.
EVERYBODY DRINKS IT.
EVERYBODY LIKES IT.

SYKES' DRUG STORE,
135 Market Street,
Tel. ENL 212.

Barbours Spring, Tenn. Street from
the Mineral Springs, Barbours, N. Y. A-
ways on Sale at Our Pharmacy.

Violet Soap

Do you want a good Toilet
Soap? VIOLET looks like a 25c.
soap, but sells for 15c.
It's the best 15c soap we ever
handled.

We have all the popular Toilet
soaps, but we push VIOLET,
because it gives splendid satis-
faction.

We will send out a box of 3
cakes for 45c. If you don't like
it, come back and exchange the
unused cakes for any other 15c
soap. We are sure you'll like it.

Boynton's Pharmacy
74 MAIN STREET.
Tel. 53-14

6

LOOK Wiley-ward

when you want to make a dol-
lar look like two. When it
comes to buying drugs your
dollars do double duty here.
That's what our customers tell
us, especially those who have
made close comparisons:

Exon Salts	5c. a lb.
Rochelle Salts	10c. a lb.
Pink Soda, whole or ground	5c. a lb.
Sesquioxide	5c. a lb.
Calcium Acid, pure	5c. a lb.
Calcium Phos.	5c. a lb.
Sodium Phos.	5c. a lb.
Crystals of Magnesia	10c. a lb.
Purified	5c. a lb.
Bromine of Glycer.	5c. a lb.
Crystals of Soda	10c. a lb.
Baking Soda, English	10c. a lb.
Soda, strictly pure	15c. a lb.
Quinine Phos. 5 grains	5c. a lb.
	5c. a lb.

John K. Wiley & Co.

The Reasonable Druggists,
200 E. Broad St. opp. Banking.
Phone 503-2.

4

Just the Store For You.

Not long ago a lady remarked
to me: "Your store is just the
store for me. I like it better
than any drug store at which I
ever traded." If you have not
traded here, try me; perhaps you
would find this to be "just the
store" for you. If you are wait-
ing for an invitation, do not
wait any longer, for you have a
hearty and most cordial invitation
to come here as often as you de-
sire, and we assure you that we
will do everything in our power
to make your dealings of each
character as to win your en-
thusiastic approval.

The Barkman
Drug Store
77 COURT STREET.

7

Opportunities for Export Trade.

MEXICO'S PROGRESS UNDER AMERICAN INFLUENCE.

AN article in the September *World's Work*, by Eugene P. Lyle, jr., describes the awakening of Mexico under the influence of American capital and ideas. According to the last census (1900), Mexico had a population of 13,570,544, or an increase of nearly 4 million in five years. The following abstract of Mr. Lyle's interesting account of the present condition of Mexico is reprinted, with a few of the illustrations, through the courtesy of the publishers of *World's Work*.

Seven thousand land barons own nearly the whole territory of the republic, and the peons have been their serfs. By the side of this system of feudalism is an investment of 500,000,000 American dollars, with life and progress in its train. The peon earns 15 cents a day, and is always in debt to his patron, who holds him permanently by this obligation and transfers him along with it when he sells his estate. But the Americans

we have absorbed nearly all the increase. This means that Mexico's trade with the United States is growing faster than with any other country. With us alone she almost effects the balance of her trade. Our greatest competitor, England, sold to her but \$8,000,000. So the bulk is American—58 per cent. of imports, 80 per cent. of exports.

Mexico is held back by the uncertain value of her silver money. Trade is a gamble. Even the bootblack has to raise the price of his shine when silver goes down. Wages are the only thing that does not rise. Capital must figure on a margin of at least 30 per cent. a year, and even then it often loses money.

In spite of these drawbacks American capital is pouring in. Kansas City alone has sent \$50,000,000 within the past five years. Seventy per cent. of all the American money invested in the country has gone into railroads. The Mexican Central alone has absorbed \$159,000,000; the National, \$107,500,000. Eighty per cent. of all the railroad capital of Mexico



Mount Popocatepetl.

From *World's Work*.

have come in with their railroads, farms, smelters and vast farming operations, and have been bidding up the price of labor. They pay 75 cents, \$1, and more. The peon pays off his debt and becomes a man. The Government offers free education to his children, from the alphabet to the highest degree, and expects soon to make schooling compulsory.

With her taste of peace Mexico has feasted on material prosperity. Consider the statistics of exports and imports for the last two fiscal years:

	Total Imports.	From United States.
1900-01.....	\$65,083,400	\$31,026,400
1901-02.....	64,856,000	37,450,600
	Total exports.	To United States.
1900-01.....	\$70,860,400	\$57,440,000
1901-02.....	78,070,000	63,290,000

The slight falling off of imports was due, doubtless, to the fall of silver, when Mexico cut down her expenses abroad. Yet the imports from the United States show an increase of more than \$6,000,000. Also, Mexico's exports to us have increased in greater proportion than the total increase. In fact,

is American. There are now over 11,000 miles of rails in the country, and the amount is steadily increasing.

Americans own all the important systems but three, and are heavy stockholders in these. They have recently bought the National from the British, and the Gulf line from the Belgians. They furnish the operating officers, the conductors and engineers and sometimes the rest of the train crews.

The old Mexican mines are being rejuvenated by American methods. Americans are improving the great ranches and developing the manufacture of cotton faster than it can be grown at home, so that some of the material has to be imported from the United States.

Americans have started factories of all kinds. They have built great irrigation dams and canals.

The Mexicans are eagerly adopting American ways. They have the American circus; they use typewriters more generally than the Parisians; they have a wireless telegraph system across the Gulf of California. And they hope that when Diaz is gone they will be able to show us that they are able, like ourselves to elect a new President without a revolution.

PROGRESSIVE MEXICAN PHARMACY.

WE show herewith photographic views of the National Drug Store, Cinco de Mayo and Vergara streets, City of Mexico. This establishment was opened a short time ago by Francisco Bustillos, proprietor, who has been and still is the manager of the Tacuba Pharmacy in the City of Mexico,



Exterior View of Bustillos' Pharmacy, Mexico.

a position he has held for a long term of years. The new store is one of the most handsome structures in the City of



A View of the Sales Department in Bustillos' Pharmacy, Mexico.

Mexico. The sales department is very finely and conveniently arranged. The firm occupy three departments—one for the general show room and two for prescription work. In the general show room there is carried a most complete stock of everything in the line of druggists' sundries, including a fine assortment of toilet articles and novelties, and nearly everything in the establishment, such as fixtures, soda fountain, equipment and stock, was purchased in the United States

upon the advice and with the assistance of the Foreign Department of the **AMERICAN DRUGGIST**, through which the negotiations were conducted. A comprehensive line of patent medicines is carried, and Señor Bustillos is the agent in Mexico for the American Peroxide and Chemical Company, of New York, besides handling exclusively the specialties of the Clark, Govin Drug & Export Company, of New York, and the goods of Balss Bros., of London, England. A special feature of the store is



A Corner in the Prescription Department of Bustillos' Pharmacy, Mexico.

the handsome soda water fountain of a new and beautiful American design made by Robert M. Green & Sons, Philadelphia. The prescription department is one of the most carefully supervised of any in the City of Mexico. It is provided with every requisite to insure accuracy in testing and weighing drugs, and is presided over by thoroughly competent graduates in pharmacy.

Export of Drugs and Chemicals to Mexico.

Counsul Leay, in his report on the trade of Vera Cruz for the year 1902, cited in the *Pharmaceutical Journal*, states that in making shipments of drugs and chemicals care should be taken that they are not packed in flasks or vials bearing a label varying from the actual contents, as, in such cases, duties will be collected on the commodity which is subject to the higher rate. It is important to declare the kind of essential oils, and a perfect distinction between essential oils and essences must be made. Essential oils, as defined in the customs tariff, are the extracts of certain vegetables or plants, which have not been combined with other substances. When these oils are alcoholized, or contain other substances, they are rated as toilet extracts or perfumery.



Burning an Effigy of Judas Before a Pulque Shop in Mexico City.

From World's Work.

How to Overcome Drawbacks to American-Spanish Trade.

REGARDING the commercial activity of Madrid, so far at least as it relates to American importations, I can report favorably, says Adolphus Danziger, United States Vice-Consul at Madrid. There are several houses here that import American goods, such as electric machinery, tools, plows, pumps, hardware, and patent medicines, directly from American manufacturers, and one American firm—the Holt Mfg. Company, of San Francisco—has come into the Spanish market with large farming machinery, to which, however, the farm laborers, who form the largest and best organized union in Spain, do not take kindly, and a short time ago banded together in the north of Spain and destroyed one of these machines.

In general, American goods are favorably received and find a ready market. That which stands in the way of a better and more profitable commercial intercourse between the United States and Spain is the lack of a commercial treaty. The tax on American goods is almost prohibitive, and the merchants are forced to get American goods from France, Germany, or England. As a rule, such goods enter Spain under French, German or English labels. If these goods are praised, they are praised at the cost of Spanish-American commerce, and it ought to be our pride to sell American goods as American goods. Perhaps a more serious obstacle to the development of a direct Spanish-American commerce is the lack of confidence with which American manufacturers treat the Spanish merchants.

This consulate is in receipt of hundreds of letters from manufacturers and exporters in the United States for names and addresses of firms in Madrid for the purpose of sending catalogues, hoping thereby to receive orders for the various articles they offer for sale. I may state here, quite positively, that nothing will ever result from such proceedings. The merchants, as a rule, admire the pictures in the "books," but never think of them as a means to a commercial end. What the American manufacturers ought to do is to send goods on consignment to responsible firms.

In the sale of goods directly to merchants here they ought to give reasonable credits. This would, in a measure, counter-balance the high duties. It must be borne in mind that German and other European manufacturers, selling their goods far below the American in price, also extend to the Spanish dealer a long credit. Added to this is the evident lack of faith and respect with which the American manufacturer treats the Spanish dealer, as the following case will illustrate: A Madrid business house sent an order for a certain kind of goods and with the order also sent the money. The American house did not have the specified article in stock and sent another and wholly useless article, stating, "This is what we have on hand; hope it will go." The article did not "go," and the house here has been unable to get any satisfaction from the firm, whose self-interest ought to have inspired it to make reparation.

I cannot emphasize too strongly the fact that Spanish mer-

chants are, as a rule, honest and take pride in the "perpetuity" of their houses. They are, therefore, afraid of the shadow of a dishonest act, and if they pay slowly they pay none the less surely. I would therefore urge American manufacturers to come into this market boldly and generously.

Canada as a Customer.

Canada is just now in a favorable mood to do business with us on larger lines. Her purchases in the fiscal year closed July 1 amounted to an average of \$25 worth for every person within her borders, child or adult, which means that we booked Canadian orders in the last 12 months to the aggregate of \$125,000,000.

Natural laws of trade are stronger than sentiments of trade with the flag. We have the goods our Northern friends must have, and despite the preferential advantage of Great Britain, of 33 1-3 per cent., we are selling the goods in a great variety of articles. American capital, too, is engaging upon a large scale in developing the resources of wild Canada, and there are sections of the Dominion where Americans are numerically the stronger.

Whatever modifications of policy the British statesmen may devise to hold the trade of the American colony, the thread which binds them together is not strong enough to prevent future legislation at Ottawa, under pressure of consumers, which will tend to increase the use of goods made in the States in every *habitan* cabin.

Pharmacy in Natal.

A correspondent of the *Pharmaceutical Journal* in a note describing some aspects of pharmacy in Natal, says that three-fourths of the trade is done with the blacks, and a prescription is seen only once in a "blue moon." The kaffirs are very fond of "Umuti" (medicine) and the native remedies most in vogue are croton oil (*Amafuta anamandhla*), which means strong fat, jalap, santonin and a host of others, the English synonyms being tiger fat, hippopotamus fat, monkey fat, hyena excreta. A fortune awaits the individual who can "fake up" a white magnetic lodestone, the "litshe lentombo" of the kaffirs, and which is supposed to possess the peculiar properties of making any dusky beauty they fall in love with reciprocate their affection in tenfold degree. I have frequently been offered a couple of oxen for a small piece of this hypothetical stone. I may mention that they absolutely refuse to have anything to do with the black lodestone. I could mention many other curious remedies and beliefs which the kaffirs have, but space forbids. Customers are not particular as to the amount of garb they don when doing shopping, some of them (men and young girls) coming in a state of almost complete nudity, the little they have on being cast off as soon as they get outside the village.



On the Viga Canal in Mexico City.

From *World's Work*.

National Wholesale Druggists' Association Proprietary Association



Hotel Somerset, Where the Meetings Were Held.

The Wholesalers' Meeting.

THE twenty-ninth annual meeting of the National Wholesale Druggists' Association was held in the Hotel Somerset, Boston, during the week beginning September 7. While the programme covered the entire week the business sessions of both the Proprietary Association of America and of the National Wholesale Druggists' Association were confined to the four days beginning on Tuesday morning. The remainder of the

week was, however, devoted to the purely social features of the meeting, which were lavishly provided by the local Committee of Arrangements.

The meeting rooms were admirably located in the basement of the hotel, where there was but little noise to interfere with the conduct of the business of the two associations. The hotel itself is beautifully situated on Commonwealth avenue, remote from the city's noises.

THE SESSIONS.

Tuesday Morning, September 8.

The first session of the twenty-ninth annual meeting of the National Wholesale Druggists' Association was convened at 10.15 on Tuesday morning by President W. A. Hover, of Denver, with about 100 members in attendance. Mr. Hover introduced Chas. T. Cutler, of Boston, chairman of the Committee of Arrangements, who explained that conflicting duties had rendered it impossible for Mayor Collins to be present as he had hoped to be, but that he had sent an able representative in the person of Arthur W. Dolan, president of the Boston Common Council, who would speak for the Mayor.

Mr. Dolan, who is extremely youthful in appearance, made a brief but bright and cordial address, welcoming the members to the city. Mr. Dolan referred in the course of his remarks to an inscription on a certain tombstone, and this reference caused M. Carey Peter, of Louisville, who replied to the address of welcome, to tell of a marble cutter in Kentucky who declined to cut the words "gone to a better country" on a tomb on the ground that the deceased having left Kentucky, the statement could not be true—there was no better country.

Dr. V. Mott Pierce spoke as chairman of the delegation from the Proprietary Association of America, conveying the assurance of the existence of an earnest desire on the part of the Proprietary Association to co-operate with the N. W. D. A. and with the retailer in every possible way for mutual benefit. He said that the proprietors felt in reviving the custom of coincident meetings somewhat like returned prodigals, and he noted that the calf was to be served up on Thursday night.

In replying on behalf of the N. W. D. A., C. F. Shoemaker said that his association had regretted the discontinuance of the custom of holding coincident meetings and gladly welcomed the revival of the custom which brought the proprietors together again with the N. W. D. A.

Henry Canning, of Boston, spoke as a delegate from the American Pharmaceutical Association, an organization which he referred to as bearing a paternal relation to the other organizations, as it was more than fifty years old.

Thos. F. Main, of New York, was called upon to respond on behalf of the N. W. D. A.

MR. SMITHER THERE FOR BUSINESS.

Robert K. Smither, of Buffalo, conveyed the greetings of the National Association of Retail Druggists, the youngest of the associations in the trade, to the N. W. D. A. He said that he proposed to do more than convey mere formal greetings, for he had come charged to talk business, and this he would do at a later and more appropriate season.

MR. KLINE REPELS A BASE INSINUATION.

In replying on behalf of the N. W. D. A., M. N. Kline, of Philadelphia, said that he wished to deny the allegation which had been publicly made not long ago that the N. W. D. A. was a collection of "jolliers." He resented and denied this. It is true that the members had said kindly things, but they were all genuinely felt, and he assured the delegates of the N. A. R. D. that any plans which they might propose would receive a careful, earnest and respectful consideration at the hands of the N. W. D. A.

George W. Cobb spoke briefly as a delegate from the Massachusetts Pharmaceutical Association, being responded to by former President C. P. Walbridge, of St. Louis. Mr. Shoemaker spoke as a delegate from the Pennsylvania Pharmaceutical Association and was replied to by W. J. Walker, of Albany, N. Y. Edgar D. Taylor presented the greetings of the Virginia Pharmaceutical Association, and the president delegated to George W. Latimer, of Columbus, Ohio, the duty of responding.

Vice-president Charles F. Cutler taking the chair, President Hover presented his address.

THE PRESIDENT'S ADDRESS.

President Hover began by calling attention to the fact that 16 years had elapsed since the last meeting of the association in Boston. The presiding officer of the association at that time was "that splendid veteran of the drug trade," Daniel R. Noyes, of St. Paul. Touching upon business conditions Mr. Hover spoke of the readjustment of values that had taken place in certain classes of property during the past 12 months. The shrinkage had amounted to a sum nearly twice that of the national debt, and this had taken place without creating a ripple in commercial circles. Shrinkage in railroad and industrial stocks alone had reached the enormous sum of \$1,766,799,000. The fact that this loss should have occurred without materially affecting the output of our factories or creating any disturbance in our commercial life was, President Hover said, one of the marvels of the age, and showed conclusively the firm foundation on which the business interests of the country were based.

Speaking of the membership, he said that when the association met in Boston 16 years ago there were 216 names on the roll, and 145 of these belonged to the wholesale trade. The active membership of the association to-day was 233, of which 179 only are wholesale druggists.

BOXING AND CARTAGE CHARGES.

President Hover called attention to some obnoxious features of the jobbing trade which required correction and which he said might be remedied by concert of action. The boxing and cartage question was a burning one, and the territory south and west of the Allegheny Mountains was unanimous for the reinstatement of the boxing and cartage charges. The requirements imposed upon the wholesale druggists are very different in character from the conditions and requirements imposed upon other mercantile lines. The wholesale drug business was essentially a broken package business, and is daily becoming more so; the full package being the exception and the broken package the rule. Where in former years the retailer ordered in full dozens he now orders in fractions.

RELATIONS OF CHEMICAL MANUFACTURERS TO WHOLESALERS.

The sale of chemicals by certain manufacturers direct to retailers was included among the existing abuses calling for correction, and President Hover recommended the adoption of a resolution in effect requesting the chemical manufacturers to discontinue detail work and the solicitation of quantity orders. Believing that it would be perfectly practicable for the manufacturers to establish a uniform schedule of prices for their products, including a long price, a trade price, and a best price, similar in form to that used at the present time by manufacturing pharmacists, the address recommended the adoption of a resolution instructing the incoming administration to appoint a committee for the purpose of conferring with the manufacturing chemists, to the end that the prices might be so regulated as to insure adequate returns to the jobber.

A strong plea was contained in the address for an increase in jobbers' discounts from proprietary medicine manufacturers. The average cost of doing business had, it was pointed out, in-

creased over former years until it now averaged throughout the country at large from 11½ to 12 per cent. without including interest on investments.

NEEDS OF THE PROPRIETARY COMMITTEE.

Touching upon the finances of the association, President Hover said it had been necessary during the year to appeal to the membership for additional sums of money to liquidate current and estimated maturing expenses. Voluntary subscriptions were solicited in preference to the method of making arbitrary assessments, and the response had been gratifying. The Proprietary Committee of the association was doing important work, and it was perfectly proper and just that the association should furnish its chairman with all assistance and material required for the proper conduct of the affairs of his office. The question of a few hundred dollars should not for a moment be taken into consideration where the profit on millions was involved. He made the assertion without fear of substantial contradiction that it would be impossible to long maintain their present artificial basis for the sale of proprietary goods without the mediation of the National Wholesale Druggists' Association. Without the influence which surrounds the members of that organization, jobbing druggists would in a very short time be selling proprietary articles on a basis of 5 per cent. or less, in which event the loss, assuming that the average gross profit on proprietary articles was at the present time 10 per cent., would amount to over \$2,500,000 per annum. If the present scope of the Proprietary Committee was to be continued it would be necessary to either raise the dues or depend upon regular voluntary subscriptions. He expressed the hope that the association would give this matter their earnest consideration and make no mistake in their conclusion.

HONOR FOR THOMAS LORD.

President Hover recommended honoring Thomas Lord, of Chicago, by his election to honorary membership. He said it would be proper for the association to recognize the loyalty which had always characterized the career of Mr. Lord, who was one of the pioneers of the drug trade, an old and highly honored member and ex-president of the association, whose honesty and integrity had never been in question, but whose retirement after half a century's connection with the drug business had been forced by reason of circumstances over which he had no control. Continuing, he said: "I would therefore recommend that the name of Mr. Thomas Lord be, by suitable resolution, added to our list of honorary members; that the secretary be instructed to send a copy of said resolutions to Mr. Lord as an expression of our sympathy and good will."

THE WHOLESALE TRADE AND THE MILES PLAN.

That portion of President Hover's address relating to the operation of the Miles Plan was listened to with the closest attention. The text of his remarks follows:

This association has repeatedly placed itself on record, and wisely, as being in sympathy with the retail druggist in his efforts to better his condition. Not only is it desirable to assist in the betterment of the condition of a fellow-being, but from a material standpoint it is distinctly to the advantage of the wholesaler to increase the value of the business of his retail clientele and assist in making it a more profitable investment. For this reason, if none other, the National Wholesale Druggists' Association have placed themselves on record as being willing to support any practical plan looking to the re-establishing of full prices.

The consideration of the so-called "Miles Plan," which has now been in operation for somewhat less than a year, the history of which will be recited in the report of our chairman of the Proprietary Committee, is an effort in the direction indicated. To this plan, so far as it applies to the articles manufactured and placed upon the market by the Miles Medical Company, this association is committed. Whether or not the extension of this plan as applied to proprietary articles in general can be successfully carried out, is a question deserving your very careful consideration. It is to be hoped that during the course of



C. F. SHOEMAKER,
President-elect of the N. W. D. A.

our session, full expression will be given to the merits and demerits of the Restricted Price and Serial Numbers Plan, from a jobber's standpoint.

The consideration of any plan regulating the sale of proprietary articles involves the interests of three parties, the proprietor, the jobber and the retailer. Any plan that does not contemplate a fair consideration of the rights of all of the three parties interested cannot succeed. In the agitation of this question and its application to the interests of the jobber it must be borne in mind—

First.—That the sale of proprietary articles constitutes from 56 to 60 per cent. of the jobber's gross sales.

Second.—That the actual expense of conducting a wholesale business, as shown by statistics, is from 11 to 12 per cent. of the gross volume of sales.

Third.—That owing to the vast increase in the sales of proprietary articles in subquantity lots, the gross profit of handling these articles has been materially reduced and will not now average to exceed 10 per cent., and in my judgment it will be even less than that figure.

Fourth.—That any plan which involves the expenditure of extra time and money to a degree that will increase the percentage cost of doing business without adequate compensation, is absolutely impossible from the jobber's standpoint.

In taking these things into consideration it is not a question of willingness or a lack of proper disposition on the part of the jobber, but the very existence of his business is involved. The average expense and the average gross profit of the wholesale house of to-day are so dangerously near, and the irresistible drift of the expense account is so continuously and persistently upward, as to leave little or no opportunity for discretion on the part of the jobber.

At the conclusion of the address, which was most cordially received, W. J. Walker, of Albany, and C. F. Shoemaker, of Philadelphia, were named as a committee to consider and report on its recommendations.

New Members.

B. T. Van Allen, of Chicago, presented the report of the Committee on Membership, recommending the following applicants:

Active Members.—Parker-Blake Company, Limited, New Orleans, successors to L. N. Brunswick & Co.; Mobile Drug Company, Mobile, Ala.; Nichols & Harris, New London, Conn.; Ralph N. Hoagland Drug Company, Boston, Mass.; Morrisson, Plummer & Co., Chicago, Ill.; Pacific Drug Company, Seattle, Wash.; Woodward, Clarke & Co., Portland, Ore.; Hart-Hass Drug Company, Council Bluffs, Iowa; Pfromm & Kindig, Philadelphia, Pa.; Wider & Cafferata, New York, N. Y.

Associate Members.—Stearns' Electric Paste Company, Chicago, Ill.; Buckeye Stamping Company, Columbus, Ohio; National Licorice Company, Brooklyn, N. Y.; Horlick's Food Company, Racine, Wis.; Fitzsimmons, Gleeson & Co., New York, N. Y.; Williams Mfg. Company, Cleveland, Ohio; Chamberlain Medical Company, Paducah, Ky.; Paracamp Company, Louisville, Ky.; Omega Chemical Company, New York, N. Y.; Denver Chemical Mfg. Company, New York; Garfield Tea Company, Brooklyn; Pepsin Syrup Company, Monticello, N. Y.; Moxie Nerve Food Company, Boston, Mass.; Dean, Foster & Co., Boston, Mass.; Johnston, Holloway & Co., Philadelphia; Thomsen Chemical Company, Baltimore, Md.; Chattanooga Medicine Company, Chattanooga, Tenn.; Antimigraine Company, Charleston; Douglas Mfg. Company, New York.

Treasurer's Report.

Treasurer S. E. Strong submitted the following report for the year ending September 7, 1903:

Cash Receipts.

Balance on hand as shown by last report.....	\$925.48
Receipts during the year from membership dues and other sources	22,934.90
Total.....	\$23,860.38

Expenditures.

General expenses.....	\$1,612.57
Expenses of various committees.....	16,934.66
	\$18,547.23

Balance now on hand..... \$5,313.15

The treasurer also submitted a supplementary statement regarding the finances of the association, which was referred to the Committee on Proprietary Goods. The report of the treasurer was referred to an Auditing Committee, composed of J. A. Gallagher, of Kansas City; E. D. Taylor, of Richmond, and Charles Cook, of Portland. The report of the secretary was submitted and showed a flourishing condition on the part of the association, so far as membership was concerned.

Report of the Secretary.

This report gave a record of the work transacted in the secretary's office during the year, and contained a number of suggestions looking to the improvement of the printed proceedings. The number of active members, after deducting the losses of the year, was given as 231, and the number of associate members 169, making a total membership of 400, which Secretary Toms said would be increased by the new members secured this year by the Committee on Membership, whose efforts had been very successful.

This closed the business for the morning session.

SECOND SESSION.

Tuesday Afternoon.

The second session of the N. W. D. A. was convened at 2.30 o'clock and, after the reading of the minutes of the previous meeting, the president announced a Committee on Time and Place of Meeting as follows: C. F. Weller, Omaha; John H. Hinchman, Detroit; M. Cary Peter, Louisville; Chas. A. West of Boston, and W. Jay Schieffelin, of New York. The president also announced that the following would act as a Committee on Nominations: W. J. Walker, Albany; M. N. Kline, Philadelphia; Robert Bradley, Toledo; E. D. Taylor, Richmond, and C. P. Walbridge, St. Louis.

The reports of several committees were called for, but the first, which was ready, was that on Credits and Collections, which was read by C. F. Shoemaker.

Conditions in the Business World.

The report of the Committee on Credits and Collections reviewed the business conditions for the past year. The most gratifying feature of the present era of business activity was its permanent and substantial character. The report stated



W. A. HOVER,
Retiring President of the N. W. D. A.

that the last few months had witnessed conditions in the stock exchanges of the country, which under former surroundings, would probably have caused a national financial panic. The market prices of standard securities had been reduced in their apparent values by hundreds of millions of dollars, and the large crop of "undigested and indigestible securities" which had come to the surface in the last few years had almost been "put out of business." Notwithstanding this, the report went on to say, the manufacturers and merchants of the country had pursued the even tenor of their way, actual business had not been seriously interfered with, and it had been generally accepted by thinking men that the reduction in stock values was a sign of financial health and not of financial distress. The commercial interests of the country were on a firm foundation, because as a rule they had not been subjected to undue inflation.

IN REGARD TO CREDIT CONDITIONS,

the year just ended compared favorably with the last two or three years which have preceded it. One member of the committee, and a member of one of the leading houses of the country, in a communication to Chairman Shoemaker, said that his firm's losses for the past 12 months had never been lighter. Whether this satisfactory condition was due to increased vigilance and reserve in opening new credits could not be told, but it was believed that the drug trade was in a pretty healthy condition.

The report advised caution on the part of wholesale druggists, who might be disposed to encourage the starting of new retail drug stores where this was done on credit. The field of the retail druggist generally is now pretty thoroughly occupied, and for this reason Mr. Shoemaker said wholesale druggists should exercise unusual caution in extending aid to clerks in starting new stores.



Main Entrance of Hotel Somerset.

CREDIT TERMS IN THE SOUTH AND WEST.

There is a strong sentiment in the association in favor of bringing about uniformity in terms and discounts. The selling terms in the wholesale drug trade over a large territory are usually 30 days, with a discount of 1 per cent. for cash in ten days, but in some parts the terms given are 60 days, with a cash discount of 1½ and sometimes 2 per cent. for cash in ten days. The particular objection to the adoption of uniform terms comes from the Pacific States and likewise from Southern territory, where trade and finance are generally dependent on the one crop of cotton. The committee hoped that the subject would be further agitated until a sentiment in favor of uniform terms and discounts was created.

PROTECTION AGAINST DISHONEST CREDITORS.

The report called attention to the efforts which had been put forth to secure the passage in the different States of a law preventing the sale of stocks of goods in bulk without proper protection to creditors. Dishonest debtors have been known to dispose of their stocks for cash, abruptly pocket the proceeds and leave their creditors to bewail their loss. The National Credit Men's Association is working for a uniform law of this kind, and Mr. Shoemaker recommended the members to take a keen and active interest in this association, which had been productive of most beneficial results and deserved a much greater degree of encouragement and financial support than had thus far been given to it.

AGAINST CREDIT INSURANCE.

As to credit insurance the committee considered that this method of insuring against loss was not on a distinctly sound basis from a mercantile standpoint, and could not consequently be recommended favorably to the members of the National Wholesale Druggists' Association.

RECEIPTS NO LONGER GIVEN.

The committee recommended to the association to discourage the custom of giving receipts for remittances. In these days when remittances are almost universally made by check or Post Office order, a written receipt in return is of no practical use to any one; it is a relic of a by-gone age, and there is no longer any possible reason for the continuance of the custom. The committee said that when a question now arose as to whether an account was paid or not, in 99 establishments out of a hundred the question was not "can you find a receipt," but "can you find a check."

THE NEED OF CURRENCY REFORM.

Currency reform was dealt with in the closing paragraph of the report. The need of an elastic currency was well known. The President of the United States has considered the matter of so much importance as to contemplate calling an extra session of Congress for the express purpose of considering this and allied matters, and Chairman Shoemaker said he called attention to it at this time, because it was necessary that the business world should let it be known that it was in favor of the enactment of legislation for the improvement of the currency.

This report was referred without discussion to the Board of Control. The next report was the

Report of the Committee on Boxes and Cartage.

In the absence of J. C. Elliel, chairman of the committee, the report of the Committee on Boxes and Cartage was read by the secretary. During the past year a conference was held at Chicago, at which the fact was brought out that there was a

widespread sentiment among the jobbers in favor of the re-establishment of the separate charge for boxes and cartage. Mr. Halliday investigated the conditions in the East and the committee reports that with few exceptions the entire trade as far eastward as the Allegheny Mountains is in favor of reinstating the change. New England also favors the change, and the opinion was expressed that if the jobbers of New York, Philadelphia and Boston could see their way clear to adopting the charge there would be no difficulty in collecting a fair charge for boxes and cartage on assorted goods. It was recommended that the committee be continued and be empowered to correspond with the various grocery and hardware associations with a view to bringing about a concerted movement in this direction.

This report took the usual course, being referred to the Board of Control, as was also the able and exhaustive report of the Committee on Fire Insurance, which was read by the chairman, Thomas F. Main, of New York.

Fire Insurance in the Drug Trade.

After traversing the familiar ground regarding the high insurance rates in the drug business the chairman described the plan of insurance, followed by the Association of Individual Underwriters, which was established in 1815. He also described the method of operation of the Reciprocal Underwriters' Association, which was established in 1891. The plan in both of these organizations is practically identical, save that the Reciprocal Underwriters' confine their operations to sprinkler risks. In both these organizations the individuals subscribe a certain amount, say, from \$50 to \$2,000, and for which sum only is the individual underwriter responsible. The workings of the New England Mutual Underwriting Association was also explained at some length, and the figures given showing the very low rate of insurance attained through this organization. In concluding the report the chairman recommended that future committees be instructed to compile data which would furnish reliable information regarding the statistical aspects of drug risks.

Litigation Affecting Trade-Marks.

Charles H. Camp, chairman, reported for the Committee on Trade-Marks and made several suggestions bearing on the best available method of fighting unfair competition. The committee expressed the opinion that proprietors of remedies could not be too zealous or active in striking at every attack upon their exclusive rights. The value of a proprietary article consisting largely in the right of monopoly connected with it, any encroachment upon the value of name or form of package proportionately decreased such value. The committee counselled caution about invoking the law against infringers. In a wise handling of cases of this kind it is not always necessary to begin with litigation. In many instances a visit to the infringers, with a clear statement of the lawful proprietor's rights and of



CHARLES F. CUTLER,

Chairman of the Committee on Entertainment.

the means which he intended to take to enforce them, would be found to be all that was necessary to restrain infringement. If however, legislation was deemed necessary, no necessary expense should be spared in the preparation and trial of the case, and in the event of a favored decision being rendered the fact should be widely advertised, it being desirable that jobbers and retailers should be educated to a knowledge that the courts can, and will, protect the proprietor in his legitimate rights, and that there can be no security in the sale of dishonest counterfeits and no permanency in a trade built up in them.

THE USE OF GEOGRAPHICAL NAMES.

Reviewing the trade-mark legislation of the year the committee called attention to decisions bearing upon the broad principle that a geographical name cannot be adopted as a trade-mark. The committee fears a tendency on the part of the courts to carry this doctrine to an extreme, and the case of *Allan B. Wrisley Company vs. Iowa Soap Company*, decided in the Circuit Court of Appeals for the Eighth Circuit, and reported in Vol. 122 of Federal Reports on page 796, was cited in evidence. In this case the appellant sought to restrain the appellee from using the words "Our Country Soap," as an infringement upon their trade-mark "Old Country Soap," and the court affirmed the decision of the lower court, in refusing an injunction. This decision seemed the more remarkable to the committee by reason of the fact that it was rendered by the same court which delivered the opinion in the case of *Shaver vs. Heller & Merz Company*. In that case the complainant claimed the right to the names of "America's Ball Blue," and "American Wash Blue." The defendant sought to defeat this claim upon the defense that the names were geographical and descriptive and could not be used as trade-marks. The Committee on Trade-Marks deemed the courts' decision inconsistent with their decision in the "Old Country Soap" case.

The report cited a number of interesting decisions bearing on the validity of certain trade-marks, the California Fig Syrup case coming in for extended notice. The Supreme Court of the United States has decided that the California Fig Syrup Company have no property right in the name "Syrup of Figs." The conclusion of the court resting upon the finding that the name "Syrup of Figs" does not in fact properly designate or describe the preparation made and sold by the California Syrup of Figs Company so as to be susceptible of appropriation as a trade-mark."

THE FATE OF AMERICAN TRADE-MARKS IN FOREIGN COUNTRIES

was touched upon, the following interesting particulars being given:

Cuba is a field which is attracting the notice of the owners of proprietary remedies, and it is well for those who expect to exploit that field in any degree to know that prompt measures are absolutely necessary to protect their rights in that country. A systematic business of pirating trade-marks is going on there, and we are informed that there is but little remedy for them. It is stated that grocers cannot fill orders for Ivory Soap unless they get it from the man who appropriated the mark for his own production there. Several well-known firms have been refused registration of their marks because some sharper had gotten them out in his own name.

Trade-Mark Registration in Germany.

In Germany the man who first registers a trade-mark obtains the right to it, even as against "the man who originated it, and who has made it a thing of value." In other words, the right in Germany is conveyed by the registration, and the man who gets there first, and has the Government put its seal upon it, obtains the title to the trade-mark, regardless of the fact that all there is of value to it has been the result of another's labor. A merchant resident there, who had been supplied for years by the California Fig Syrup Company with its product, registered that company's trade-mark there as his own. The company, learning of this, demanded the retransfer of it to them. He refused, except upon payment of about \$12,000. The company consulted their attorney and brought an action to have the registration cancelled. The lower court decided that though the merchant may have acted "dishonorably," he had not acted "dishonestly" within the meaning of the German statutes, and gave judgment for the merchant. On appeal to the Prussian Supreme Court that court decided in favor of the company, and ordered the registration cancelled. There was an appeal from this decision to the German Imperial Court, which decided that the German appropriator had acted entirely correctly, and that he had not been guilty of any impropriety whatever, "inasmuch as the Imperial trade-mark law not only does not forbid such conduct, but actually encourages it." The theory of this is that the law expects every owner to register his mark within a reasonable time. Thereupon the company caused to be registered a new trade-mark for Germany, "Calfig, the original, genuine California Fig Syrup." Whereupon the German merchant sent out a warning to the trade against dealing in any fig syrup except that bearing his trade-mark, under penalty of a fine of from \$150 to \$5,000, as provided by the law.

Chairman Camp considered that the foregoing should be sufficient to stir the members of the association, who are interested, to prompt and effective action to protect themselves to foreign countries.

The report was referred without action to the Board of Control.

A supplemental report was submitted by the Committee on Membership, adding to the list of applicants for associate membership the names of Henry Thayer & Co., of Cambridgeport, Mass., and J. H. Guild, of Rupert, Vt.

The N. W. D. A. and National Legislation.

The report of the Committee on Legislation, submitted by Mahlon N. Kline, of Philadelphia, was devoted to statements covering the action of the committee on the four matters submitted to them for consideration at the Monterey meeting in October, 1902. These were: 1. The securing, if possible, of the passage of the Joy bill reducing the tax on distilled spirit from \$1.10 to 70 cents a gallon. 2. The passage of the National Pure Food law. 3. The passage of a bill correcting the United States Treasury decision, under which crude drugs preserved by alcohol sufficient to prevent fermentation are classed as alcoholic compounds. 4. The recommendation favoring bill known as the Lovering bill, H. R. 15,368.

1. In regard to the Joy bill, the committee reported that nothing was done to further the passage of the Joy bill at the last session of Congress owing to the decision of the Republican leaders not to enact any legislation touching revenue matters during that session. It is the understanding of the committee that the desired legislation would receive more consideration at the coming session of Congress, it being arranged to introduce a new bill as soon as Congress convenes. There is a strong sentiment in both the House and Senate in favor of a reduction of the internal revenue tax on alcohol.



M. N. KLINE,

Chairman of the Committee on Legislation of the N. W. D. A.

2. The bill known as the Hepburn Pure Food Law passed the House practically in the form proposed in the original Brosius bill, but failed to secure consideration. Meanwhile there was introduced in the Agricultural Appropriation bill, approved March 3, 1903, a proviso authorizing the Secretary of Agriculture to investigate the adulteration of foods and drugs (AMERICAN DRUGGIST, July 13, p. 14), and the provisions of this law went into force on July 1.

3. The committee announced that no action had been taken on the American Pharmaceutical Association suggestion with reference to the Treasury decision on crude imported drugs.

4. The chairman of the Committee on Legislation gave considerable attention to the bill known as the Lovering Drawback bill, section 6 of which reads as follows:

That on the exportation of articles manufactured or produced in the United States in part from domestic alcohol on which an internal revenue tax has been paid there shall be allowed a drawback equal in amount to the tax paid on the alcohol so used: Provided, That no other than domestic tax-paid alcohol shall have been used in the manufacture or production of such articles. Such drawback shall be determined and paid in manner provided for determination and payment of drawback on exportation of articles of domestic manufacture and production made wholly or in part from imported duty-paid materials, under Section 80 of an act, entitled "An act to provide revenue for the Government and to encourage the industries of the United States," approved July 24, 1897.

The passage of the Lovering bill would enable American manufacturers of chemicals, pharmaceuticals and other articles in the manufacture of which alcohol enters, to compete success-

fully with foreign countries, because they would practically secure tax-free alcohol for manufactured articles used for export.

At a hearing before the Ways and Means Committee, Chairman Kline made a lengthy argument in which he quoted statistics showing the great increase in the importations of alcohol made in Germany, owing to the drawback allowed on all exported articles made in whole or in part from imported duty-paid materials. The passage of the Lovering bill would put domestic manufacturers on an equality with foreign manufacturers. In view of the importance of the movement to secure the enactment of a drawback bill, like the Lovering measure, Mr. Kline's argument is quoted in full as follows:

The annual report of the Government on commerce and navigation for the fiscal year ending June, 30, 1901, gives the following figures as to the amount of drawback allowed on exported articles of domestic manufacture made in part from imported duty-paid alcohol:

1898	\$77,866.78
1899	91,860.87
1900	127,858.22
1901	123,283.66

Although the report does not specify the country from which this alcohol was imported, I am informed that practically all of it was purchased in Germany. The Treasury Department allowed the drawback under authority of Section 80 of the revenue act of July 24, 1897, commonly known as the customs-drawback law, which provides for the payment of a drawback on all exported articles made in whole or in part from imported duty-paid materials.

There is no provision in our revenue laws allowing a drawback on domestic tax-paid alcohol entering into the manufacture of exported articles. Domestic alcohol may be exported, with benefit of drawback, in the original packages which contained it at the time the tax was paid, but the right to drawback is destroyed if the alcohol is exported in any other way.

The only method provided by law whereby manufacturers may secure domestic alcohol free of tax for the export trade is under the bonded manufacturing warehouse system (see Section 15, Tariff act,

The application of the principles governing the payment of drawback of the customs duties on imported alcohol to the allowance of a rebate of the internal revenue tax on domestic alcohol will make the identification of the tax-paid alcohol absolutely certain. We would submit that, as the modified regulations would deal only with alcohol on which the internal revenue tax has been paid, the burden of proof as to the payment of the tax on a specified quantity of alcohol, and the use of this alcohol in the manufacture of articles exported from the United States, would be on the manufacturer claiming the rebates. The Government would be amply protected by the requirement that all the facts in relation to the payment of the tax on the alcohol, the delivery of this alcohol to the manufacturer, and the exportation of a specified quantity of the alcohol in the form of a manufactured product should be clearly established before any payment of rebates would be made.

It would seem a self evident proposition that if no difficulty has been experienced in identifying foreign alcohol, on which the customs tax is \$2.25 per proof gallon, so as to protect the Government, there could be no possibility of danger in providing for a similar system of rebates on domestic alcohol, on which the tax is only \$1.10 per proof gallon. As each step in the distillation and sale of alcohol is carried on under the strict supervision of Government officials, and as a record of the payment on the tax on each original package of alcohol is kept by the Government, it will be an easy matter to verify the statements made by manufacturers in connection with any claim for rebate.

One very important point, which I believe should be taken into careful consideration by this committee, is the advantage a manufacturer on the sea coast possesses, under existing law, over one located in the interior.

A manufacturer in Iowa or Minnesota who is endeavoring to build up a foreign trade must, in order to secure alcohol free of tax, transport it from Europe to a seaport on our Atlantic Coast, and then have it shipped by rail over 1,500 miles to his laboratory. He is thus compelled to purchase, several thousand miles from his place of business, an article which could be produced more cheaply in his own State than any other place in the world and to pay freight and charges amounting to more than double the sum paid by manufacturers located in the seaboard States.

I am informed that the failure of our internal revenue laws to grant a rebate of the tax paid on domestic alcohol used in exported products has forced a number of American manufacturers to erect branch factories in Europe and Canada. While it is true that the high rates of duty imposed by foreign Governments on articles requiring alcohol in the process of manufacture, offered some inducement for American manufacturers to that step, yet the chief object in view was to secure the advantage of laws which authorized a refund of the tax paid on all alcohol used in manufacturing for export, and thus enable them to compete on equal terms in the markets of the world with foreign manufacturers.

The enactment of Section 6 of the Lovering bill would place all manufacturers in the United States on the same basis, and would at least encourage them to make the attempt to secure their share of the foreign trade now controlled by Germany, France and England.

In reply to a question asked by one of the members of the Ways and Means Committee Mr. Kline said that the export trade of American manufacturers would probably be increased a hundredfold by the enactment of some such measure as the Lovering bill. He said further: "The Germans have come in here and established a business in New York that exceeds in amount of sales the largest manufacturers of chemicals in the United States, and why? Because they have been fostered by their own Government. Their chemicals are sold in every drug store in the United States."

The report stated that the advantages accruing to American manufacturers, should this legislation be obtained, would be considerable, and it is not only manufacturers who would be benefited but indirectly the farmers as well, since any increased outlet for alcohol would of course increase the demand for the grain from which the alcohol is made.

Mr. Kline brought his report to a close with a reference to the crop of formula and other bills threatening the interests of proprietary medicine men and wholesale and retail druggists, which made their appearance in the different State legislatures. One of these bills, known as the Dowling-Bostwick bill in the New York Legislature, was an innovation on this sort of legislation and appeared to have the support of some proprietary medicine men, who believed that its passage would prevent the offering and selling of substitutes, and it secured favorable consideration by the New York Legislature, but it was finally vetoed by the Governor.

Freight Rates, Etc.

The report of the Transportation Committee opened with a reference to the able and exhaustive reports which had been presented to the association by the committees of previous years. The importance of the question of freight rates to jobbing druggists of the country was fully realized by the members, but Mr. Weller, the chairman of this year's committee, said he had yet to find where any suggestions or requests made by previous committees had received anything more than a mere passing notice. There was a time, he said, when the interests of the jobber were considered by the transportation companies, but under present conditions the shipper appears to have no rights that the transportation companies are bound to respect. The Classification committees are composed of men who have very little idea of the value of the goods in the drug line they are listing; tariffs are regulated to suit the transportation companies and not the shipper; trains are run on slow schedule; goods are held at transfer points, and it now takes from 48 to



C. F. WELLER.

Chairman of Committee on Transportation of the N. W. D. A.

July 24, 1897). This law has proved wholly inadequate as a means of giving us untaxed alcohol for use in manufacturing for export. The chief objections to the law are:

1. All the goods manufactured therein must be exported. Very few manufacturers have sufficient export business to enable them to maintain two distinct factories or laboratories.

2. The expenses of maintaining the bonded warehouses, including the salary of the Government storekeeper, must be borne by the manufacturer. The salary of such storekeeper in the large cities would not be less than \$1,500 per year.

Complete proof of the inadequacy and impracticability of the bonded warehouse system is found in the fact that there are not now more than five or six firms in the entire country working under it. Several important manufacturing firms, who at one time operated factories under this system, were forced to abandon them on account of the heavy expenses and other difficulties imposed by the regulations and either resort to the use of foreign alcohol, with benefit of drawback, or establish branch factories in foreign countries.

The regulations of the Treasury Department, under which a drawback is now paid on foreign alcohol used in the manufacture of exported preparations, could be easily applied if the proposed law allowing a drawback on domestic tax-paid alcohol is enacted. Under these regulations the Government accepts as evidence that the customs tax of \$2.25 per proof gallon has been paid on the foreign alcohol on which drawback is claimed a certificate of importation from the collector of customs for the port at which the alcohol was imported and a certificate from the importer that the specified alcohol was delivered to the manufacturer of the goods on which drawback is claimed. This method of identifying the alcohol has been found to give ample protection to the Government.

52 hours longer to get goods from New York and Boston to the Missouri River than it did three years ago. Prompt shipments and quick deliveries were a thing of the past.

The need of a permanent Committee on Transportation to work for a reform was emphasized in the following terms:

Your committee have considered existing conditions carefully, and have come to the conclusion that the appointment of a committee from the N. W. D. A. year after year to simply make a report, offer a few resolutions, and have them passed by this body is a mere matter of form and not productive of good results. We, therefore, suggest that a permanent Committee on Transportation be appointed at this meeting, this committee to be composed of members of the Proprietary Committee. The chairman of the Proprietary Committee should also be chairman of the Committee on Transportation, and the secretary of the Proprietary Committee, in connection with the vice-chairman, be authorized to look after the matter of transportation. This committee should be kept thoroughly posted as to freight rates prevailing from the seaboard to different points throughout the country. It should also be kept advised through local associations of the transportation conditions in their particular sections. The vice-chairman or the secretary should pay particular attention to classification; attend all rate meetings that are held, and use their best endeavors to get goods in the drug line properly classified.

Some of the needs of the wholesale trade in the matter of transportation matters were then pointed out. The report stated that opinions vary among the members regarding the difference in rates of carload shipments and smaller quantities. To jobbers west of the Mississippi the question is comparatively unimportant, save that their interests are best served by having the difference between carload rates and less than carload rates as great as possible. Eastern jobbers are of course anxious to get into trans-Mississippi and Missouri territory on an equal basis with Western jobbers. This they are unable to do so long as goods are laid down at Missouri. The important thing to provide against was discrimination against members of the N. W. D. A. by transportation companies. The matter of prompt deliveries should be taken up and insisted upon with the different railroad companies. Individual protests had been of little avail.

Chairman Weller said that it was absolutely necessary that the chairman of the Transportation Committee, or some one representing him, should attend every classification meeting and see to it that the interests of the members of the N. W. D. A. were properly represented. He said that the advance in express rates had worked a hardship to the jobbing druggists of the country, who are compelled to send a great many articles by express. The advance in rates applied practically to all points in the United States and amounts to about 10 per cent. on all shipments. Mr. Weller said that the express companies seemed to have a perfect understanding as to this advance, and were all working together in perfect harmony.

The report, together with its recommendation, was referred to the Board of Control, and the second session of the N. W. D. A. was adjourned at 5.15.

Wednesday Morning.

THIRD SESSION.

The third session of the National Wholesale Druggists' Association was convened on Wednesday morning at 10.30, President Hover occupying the chair. After the approval of the minutes of the previous sitting, the secretary read the report of the Committee on Memorials of Deceased, the chairman of the committee, C. F. G. Meyer, of St. Louis, not being in attendance at the meeting. The report included obituary notices of the following members who have died during the past year: William T. Gray, vice-president of the Stern-Gray Drug Company, Cincinnati; Horace M. Sharp, Dr. D. Jayne & Son, Philadelphia; John Carnrick, president of Reed & Carnrick, New York City; Arthur Peter, president of the Peter-Bauer Drug Company, Louisville; Solon Palmer, New York City; Wm. L. Clafflin, of Geo. L. Clafflin & Co., Providence, R. I.; Samuel M. Bauer, vice-president of the Peter Bauer Drug Company, Louisville, Ky.; C. P. Squires, vice-president of the Churchill Drug Company, Burlington, Vt.; E. Steinbacher, president of E. Steinbacher & Co., Akron, O.; Frederick Rawolle, of Marks & Rawolle, New York; Boswell Ward, founder of Ward Bros., Indianapolis, and Evan F. Lilly, secretary and treasurer of Eli Lilly & Co. The secretary, in closing the reading of the report, stated that since the report had been prepared news had been received of the death of George F. Ross, of the Lyon Mfg. Company, Brooklyn, N. Y., an obituary notice of whom will be prepared and inserted in the report prior to its final publication in the volume of the proceedings. The report was referred to the Board of Control for consideration.

The Report of the Committee on Proprietary Goods was then submitted by the chairman, John N. Carey, of Indianapolis.

Report of the Committee on Proprietary Goods.

The report opened with an expression of satisfaction at the fact that the Proprietary Association of America was this year

meeting at the same time and place as the N. W. D. A., and the hope was expressed that the two associations might continue to meet together annually hereafter.

Touching upon the failure of Lord, Owen & Co., of Chicago, regret was expressed at the misfortunes of this house. Sympathy was also expressed for the sufferers by the floods along the Kansas and Missouri rivers, and particular mention was made of the firm of Faxon, Horton & Gallagher. Mr. Faxon has many friends, not only in the N. W. D. A., but in all three branches of the drug trade, and regret was expressed at the disaster which had befallen him and his associates.

PRAISE FOR THE REBATE PLAN.

Praising the rebate plan as the source of the present stability of the wholesale drug trade, the report stated that there would be little or no profits in the wholesale drug business for any one without it. It therefore behooved every wholesale druggist to join the N. W. D. A. and contribute his share toward the expense of maintaining a system of so much vital importance to the trade. A plea was made for an increase in the discount on proprietary medicines. At present some preparations are handled upon a discount which is less than the actual cost of doing business.

During the past year the efforts of the committee had been primarily directed toward the maintenance of the rebate plan and also, in conjunction with the National Retail Association, the successful operation of the tripartite plan. Both plans were said to be working well, and as an evidence of this fact extracts were read from reports made by a number of wholesale druggists in different parts of the country.

FRIENDLY RELATIONS WITH THE N. A. R. D.

The report referred with pleasure to the cordial and friendly relations which had been kept up with the officers of the N. A. R. D. Marked results had been achieved by retailers during the past year in conferring benefits of the tripartite plan in many localities where it had not previously been put into operation.

AGAINST BUYING CLUBS.

In consideration of the services rendered to retail druggists in respect to the faithful observation of the tripartite plan on the part of wholesalers the report stated that the latter had a right to expect that retailers would not encourage the formation of "buying clubs" among their number. The tendency to increase the number of these buying clubs in certain sections was stated to be on the increase, and the report called attention to this in the hope that the retailers might realize that it was directly at variance with the spirit of the tripartite plan.

OBJECTIONS TO THE MILES PLAN.

Extended reference was made to the position of the N. A. R. D. in regard to the operation of the direct contract and serial numbering plan (Miles plan). The plan was inaugurated by the Dr. Miles Medical Company in January of this year, but as this firm had not previously consulted the wholesale drug trade upon the subject, and as their new contract did not provide any additional compensation to jobbers for the extra labor and expense devolving upon them under the plan, there were many wholesale druggists who felt that they would not be justified in signing the Miles Company's contract unless it should be modified in such a way as to make it more acceptable to the jobber. The conference leading up to an amendment to the plan and the reaching of an understanding between the different parties interested was noted and, continuing, the report spoke of the efforts being made by the retail organization to secure the adoption of the Miles plan by other proprietary medicine manufacturers. Expressing the desire of the N. W. D. A. to favor any practical plan which would make the business of retail druggists more profitable, the report stated that the plan involved so much more labor and expense to the jobber than any other plan which had ever been presented that it would be absolutely necessary for any proprietor adopting it to give the jobber an additional compensation sufficient to reimburse him for the extra trouble and expense entailed by its operation.

HOW THE PLAN BEARS UPON JOBBERS.

The features of the plan which were regarded as burdensome upon the jobber were detailed as follows:

"Under this plan each proprietor obtains the signatures of the retailers to his contract and furnishes the jobber with a separate list of his retail agents. Should the system be adopted by any number of proprietors, it will be seen at a glance that the jobber will be obliged to increase his force in order to con-

sult the many different lists of sub-agents and record the serial numbers on each proprietor's goods. It will be absolutely necessary to carefully examine the numerous agency lists before filling orders, and as each order usually contains many items of proprietary medicines, this feature of the work alone will require additional clerks and entail considerable delay in filling orders. If it were possible to use a uniform list of retail agents for all the proprietors, the work would be somewhat simplified; but it is doubtful if this would be practicable, for it is very improbable that the contracts of all the proprietors would be signed by the same retailers. It would also seem necessary, from a legal standpoint, for each proprietor to furnish his own list of those who have signed his retail contracts.

"In any event the jobbers are such an essential factor in the operation of this plan, and their interests are so vitally affected that before its adoption by any other manufacturers they will expect to be consulted regarding the details of the plan, which should certainly be a uniform one. The understanding reached at the Chicago conference provides for such consultation through this committee. It is a self-evident proposition that any plan which requires the co-operation of three parties must first be submitted to and accepted by each party before it can be made effective."

The successful ending of the suit against the association brought by the John B. Park & Sons Company received fitting mention. The continued opposition of the firm in question to the operation of the rebate plan was pointedly illustrated by the incorporation in the report of a series of letters which had passed between this firm and the manufacturers of proprietary goods and the retail trade.

The report concluded with an account of the extension of local organizations among the wholesale drug trade, accessions to the list of supporters of the tripartite plan among proprietors, and a cordial expression of appreciation of "the faithful and efficient services of Vice-chairman Holliday and Secretary Toms."

The reading of the report was listened to with the closest attention and was received with applause. The report was referred for consideration to the Board of Control.

The Committee on Membership made a supplementary report, recommending for favorable action the application of E. C. De Witt & Co., of Chicago, for associate membership. The application was posted as usual.

THE N. A. R. D. HAS THE FLOOR.

The president invited Thomas V. Wooten, secretary of the National Association of Retail Druggists, to address the members on behalf of that body. Mr. Wooten opened his remarks with an expression of his appreciation of the courtesy which had been extended to the representatives of the N. A. R. D. by the Proprietary Goods Committee, and with a view to avoiding any waste of time through digressions, he begged leave to submit in writing a brief memorandum of the subject matter which he wished to present on behalf of the N. A. R. D. These remarks follow:

JUSTICE FOR THE RETAILER.

That the present condition of the retail drug trade is unsatisfactory to thousands of retail druggists, and that there are the very best of reasons for this dissatisfaction, must be universally admitted. The retailers of hundreds of communities throughout the country, through no fault of their own and in spite of the long hours of strenuous and persistent and patient effort which they have put forth, an effort which if exerted in circumstances less unfavorable would yield results commensurate with the deserts of these hard-working men, are reduced to the narrow limitations of a precarious living.

There are in the United States, according to Dun's latest list, a few hundred more than 40,000 retail druggists. Many of these druggists are prosperous now, but there is hardly a man among them who does not realize that he is liable to be reduced, at any time, through the machinations of some aggressive cutters (one is all that is needed to accomplish the feat) to the wants of those who are compelled to begin the consumption even in the prime of their mature manhood and womanhood, of the substance they have laid up for a rainy day or for old age.

Do not, gentlemen, suppose for a moment that we are asking sympathy for these people: far from it. What we do ask on their behalf is justice. No more, no less, than simple justice. We ask for them that proper recognition be given to their corporation in creating a demand for the very goods that cutters are now using to irreparably damage the business to which thousands of us have devoted and are devoting the best years of our lives. Nor is it the retailers alone who suffer. Who is it that systematically besmirches the character of, and whenever he finds it necessary destroys the good name of well-known proprietaries, names which the proprietors have spent months and years in making a valuable property? Answer: The aggressive cutter.

THE ARCH SINNER.

Who is it that inflicts upon the jobber the worst injury the jobber can sustain?—namely, to reduce the purchasing power, to lower the paying power of the jobber's natural friend and ally? Answer: The aggressive cutter.

Who is it that is degrading the profession of pharmacy, one of the noblest of all callings, by lowering the moral tone of those upon whose integrity may depend your own life, the lives of those you love, the lives of the whole community, as well as the reputation of the medical profession? Answer: The aggressive cutter.

WEAKNESS OF THE TRIPARTITE PLAN.

And yet we are told sometimes that nothing can be done to check the cutter's progress—that he must go on and on in his triumphal march of destruction, though all interests suffer alike from his devastation.

The National Association of Retail Druggists, which has placed upon us the duty of representing its interests here, says this career of infamy can be stopped, that if the interests of proprietors and jobbers as well as retailers are to be subserved it must be stopped; and it is our purpose to call upon the proprietors and jobbers not only once but again and again if need be, to assist us in this noble undertaking. You ask, "Are we not assisting you now?" We answer, with becoming gratitude (for we are deeply grateful to all who have given us their co-operation) "Yes." That we have by our combined efforts done a great deal to improve the condition of all branches of the trade throughout the entire country, even the most indifferent must admit. But much yet remains to be done. The tripartite plan, as originally adopted, after an infinite deal of hard work had been done upon it, was believed by many to be the solution of the cut-rate problem. At its launching the hearts of many, theretofore despondent, beat high with hope. It is to us a matter of the keenest satisfaction that in hundreds of places this plan is to-day giving druggists a substantial profit on proprietaries who were accustomed to sell these goods (whenever the stubbornness of the customer prevented his being induced to take something else) at cost, or even less than cost. We do not minimize these benefits; for every one of them we are genuinely thankful. But experience has demonstrated that in one important particular the tripartite plan is deplorably weak. I refer to the inability of those who have sought to make the plan operative to trace goods through the channels by which they reach the price demoralizer. It is the proud proclamation of the aggressive cutter that his position is secure and permanent, because he says that a sufficient number of dishonest proprietors, jobbers and retailers will always be found to supply him with whatever goods he may need. Several years of unremitting labor on the part of the N. A. R. D., attended by many experiences not calculated to make one feel proud of his fellow human beings, has shown conclusively that, up to the present, this blatant claim was no idle boast.

HOW THE PLAN CAN BE STRENGTHENED.

If the proprietors, jobbers and retailers are loyal to the tripartite plan, a plan that is just to all branches alike, beneficial to all branches alike, then we must strengthen the plan at the weak link—namely, the tracing of goods from the manufacturer to the cutter. That all the goods which go out of the average proprietary medicine factory can be serially numbered has already been proven; that this system, during the short time it has been in use has already exerted a most salutary influence upon would-be contract-violators is undeniably true. In proportion to the monetary cost and the trouble of putting this plan into effect, the benefits to all branches of the trade to be derived from this method of marking is incalculable. It seems to be all that is needed to make the tripartite plan an entire success.

Five years of experience with the tripartite plan has led us to another important conclusion, that this plan can be with signal advantage reinforced by the individual proprietors entering into direct contractual relationship with each of the wholesale and retail distributors of his goods. In this way is not only the wholesale agent of the proprietor made extremely careful whom he sells the proprietors' goods to, but the retail agent who violates this contract becomes indebted to the proprietor (by the terms of the contract) for a definite amount on account of this violation. So successful has the plan been, in the hands of one proprietor who has given it a fair trial, that the eyes of the retail druggists of the whole country have been drawn to the incalculable benefits to all branches of the trade, especially to themselves, derivable from this source. Having become convinced of the practicability of this plan under consideration, these druggists, through their national association, urge upon the allied branches of the trade as associations and as individuals that they adopt this method of strengthening and reinforcing the tripartite plan, the strength and weakness of which we have taken five years to demonstrate.

I have mentioned incidentally the cutters' boast that dishonest proprietors, jobbers and retailers would always supply him with goods. In this fight for better trade conditions the non-cutting retailers have believed all these years that proprietors and jobbers were sincere in their protestations of loyalty to the retailer's interests, to the common interests of the three branches of the trade. Suspicion has been cast upon this professed loyalty, it being the persistent assertion of the cutter that the proprietor is only bluffing when he tells the non-cutting retail trade that he desires to work in harmony with him for advancing his, the retailer's, interests, and that at the very moment the jobber is swearing fealty in the office goods are going out of the shipping room door to cutters under assumed names.

The reiteration of these charges, times without number, in all parts of the country, has made the retailers exceedingly restless and uncomfortable.

ARE THE PROPRIETORS AND JOBBERS SINCERE?

This question the price-maintaining retailers of the country want answered, and they are watching with keenest interest the outcome of these meetings, because they consider this the time of all others for an answer, outspoken and unequivocal, to be given. And they want the reply to this question not in words but in actions, not in carefully phrased resolutions that mean something or nothing, but in definite, well-considered statements as to what you, on your part, are willing to do for the advancement of our common interests. In the last year or two a great deal has been said against substitution in the sense of replacing advertised preparations with other preparations when the former are specifically demanded. Much of what has been said concerning the reprehensible practice is true. But who is responsible for this practice? It is not my intention to inquire minutely into the causes of substitution, but it cannot be denied that, to the extent the proprietors fail to discourage this practice or neglect to use all reasonable efforts to stamp it out, they are responsible. The same is equally true of the jobbers and of the retailers, and it is because of our determination to see this evil uprooted, our anxiety to do whatever lies in our power to insure its extirpation, that we insist on behalf of the retail drug trade that the subject receive at this joint meeting of the jobbers and proprietors all the consideration to which its immense importance entitles it. It is unnecessary that I discuss with you the immense value to all branches of the trade of using to the fullest extent possible the three-party principle. The help that proprietors, wholesalers and retailers have all received through the intelligent application of this principle is too well known to make any such discussion necessary. Our relations are those of interdependence. This has been clearly proven.

Anything that benefits the retailer cannot fail to benefit the wholesaler, indirectly at least. But this plan benefits the wholesaler directly by increasing the volume of his business. Whatever may be said of the sort of substitution we have referred to, hardly any practice could be more injurious to the jobber's interests. The equanimity with which some jobbers seem to regard the evil of substitution is, considering the usual shrewdness of this class of business men, remarkable. That these wholesalers should fail to give their very best efforts to wiping out substitution, thereby restoring the drug business to normal channels, increasing the volume of their own business, advancing the welfare of those upon whom they must depend for their success, is little less than astonishing. That these men should urge in extenuation of their action or passive opposition to a scheme for depriving the cutter of his occupation that it is too much trouble, is in our estimation, simply astounding.

PRACTICABILITY OF THE MILES PLAN.

I have stated already that 40,000 retailers were watching the outcome of this meeting with extreme interest. Do not forget that there are hundreds of aggressive cutters who are awaiting the result with equal interest. I have said to you, and I want you to realize the truth of what I assert, as some of you gentlemen have not seemed to realize it in the part, that the great bulk of the retailers of this country are firmly convinced of the practicability of the direct contract and serial numbering plan. It matters not that you think they are mistaken, they ask to be shown how you know they are mistaken. There is only one way they can be convinced they are mistaken, and that is through giving the plan a thorough and impartial trial. I warn you, gentlemen, that your saying the plan is "too much trouble," or that your exaggerating the trifling addition to your expense account necessary to test the plan, will not save you from the odium of standing in the way of securing to the retailers that for which they have been anxiously working and waiting for years—aye, praying for years—a method whereby the miscreant who robs the druggist who values his calling of that which is dearer to him than all else in the world except his life, his friends, his sacred honor—a chance to make an honest living, an opportunity to educate his children and rear them in an atmosphere of refinement (however hard he himself may be compelled to toll that this end may be accomplished), and to place in a position of independence those who are dear to him when he is no longer able to minister to their needs.

A WORD OF WARNING.

Far be it from me to introduce even one note of discord into the harmony that has prevailed throughout these meetings. I have no such intention. But is it not better for the present and the future welfare of the National Wholesale Druggists' Association that you recognize the dissatisfaction with existing conditions which exists everywhere, especially as to the defenselessness and helplessness of retail druggists when assailed by an aggressive demoralizer of prices? Is it not better to recognize that if you fail to come to the rescue of your friends in the retail trade, not reluctantly and with ill grace, but generously and with the air of one glad to favor a friend, your association will be condemned, the feeling of unrest and suspicion I have mentioned increased, and the disposition always present in some quarters of the retail trade to cut loose from the jobbers and to assume the functions of the jobber augmented until it will be well nigh impossible to maintain any tripartite agreement?

I am confident those who are in the best position to know will cheerfully acknowledge that the National Association of Retail Druggists and its executive committees have constantly favored giving the jobber all he is entitled to and of protecting him in his legitimate sphere. I am sure these men will acquiesce in the statement that we have conscientiously and zealously endeavored to make the tripartite plan, with all its benefits to the jobbers, with all the sacrifices it has demanded of the retailer, a complete success, that in the face of all sorts of discouragements we have steadily held our course.

The tripartite plan has not succeeded; why? Because, as I have pointed out, it is fatally weak in one or two particulars, and the conviction is forced upon us that in these respects the plan must be strengthened and reinforced. It is inconceivable, Mr. President, that in this emergency, when so much has already been accomplished through our co-operation with each other, when the future is so bright for all of us if we persist in our plans of working for each other's interest, it is inconceivable, I say, that you should fail to give us the assistance which we need and which we have a right to expect at your hands.

We have been told within the last few days by a prominent proprietor that the reason why he has not more zealously considered adopting a direct contract plan was not that he was not impressed with its practicability, but that the great majority of the jobbers opposed it. We believe this proprietor's information is not in accordance with facts, but if what he has heard is true we have only this to say—we have been mistaken in the character of the men with whom we are dealing, our confidence has been misplaced. But we do not believe it to be true, and we call upon you to prove by your action here at this meeting that it is not true.

The reminiscences of early Boston are dear to the heart of every true American. Within a few miles of us is a battle-field made sacred by the blood of the first patriots who sacrificed their lives in the cause of freedom for an aggressive people. The "shot that was heard around the world" had not ceased to reverberate till the patriots who gave to us for an inheritance the greatest nation the sun shines upon had dedicated their all to the cause of freedom, freedom from bondage to conditions they could no longer endure. The retail druggists of America, Mr. President, are struggling for freedom from a condition which they cannot longer endure, and we call upon the wholesale druggists of the country, our national allies, to help us in this struggle for independence.

REFERRED FOR ACTION.

Upon motion of M. N. Kline, the paper by Mr. Wooten was referred to the Proprietary Committee, that committee being requested to report back to the association at 4 p.m. Upon motion of Mr. Main the secretary was instructed to invite the members of the Proprietary Association to be present at the time named.

M. N. Kline presented his report as chairman of the Committee on Suits Against Members, in which he reviewed at some length the results of the decision in the suit of John D. Park & Sons, of Cincinnati, against the N. W. D. A., and suggested that the pamphlet which has been published by the committee giving the history of the case, be incorporated in the next year volume of the proceedings. The recommendation and report were referred to the Board of Control.

Report on Commercial Travelers.

The standing committee on Commercial Travelers reported through Robert H. Bradley, chairman. The report commenced with the frank declaration that "the commercial traveler has long been recognized by the wholesaler as a necessary evil, and like all evils, expensive." The most important question in connection with the subject of commercial travelers, according to the committee, was the matter of remuneration. The difficulty of naming a method of compensation capable of uniform adoption by all houses received attention, the opinion being expressed that the matter should be considered with regard to the particular house and the surrounding conditions. As to commissions, the agent selling goods on commission has an incentive to good hard work, but an argument against this method of remuneration is the fact that the agent becomes too ambitious and considers himself under obligations to sell more than he can. He seeks to further his own financial interests by doubling the orders received and runs the risk of the customers keeping the goods rather than go to the trouble of returning them with necessary explanations. This practice of course compromises the house in the eyes of the customer.

In large sales districts the committee said it was to the best interest of the wholesaler to pay salaries instead of commissions. If the relations between the house and the agent are as they should be, the spur of a commission will not be needed to advance the interests of the house.

Frank A. Henry, of the Williams Mfg. Company, Cleveland, submitted the report of the Special Committee on the Commercial Travelers of the N. W. D. A. This report took the form of an essay on the things that make for success in the salesman's career, and was aimed directly at the members of the traveling fraternity.

Adulterated Drugs.

The report of the Committee on Adulterations made by Chairman Jesse L. Hopkins, of New York, discussed the subject in a general way without calling attention to specific cases of adulteration. The drug trade suffers to no small extent, the report stated, by the popular confusion of the goods which it handles with what are known as "grocer's drugs," a class of preparations which, according to the committee, offer every opportunity for sophistication, and which are sold by dealers in general merchandise, who are not subject to the legal or moral restraints controlling those who are permitted to handle medicinal drugs. The ambitious analyst or the sensational reporter who starts upon a tour of investigation and discovers an insect destroying compound, grocers' spices, a cleansing material, or a baking powder which does not respond to certain tests for their integrity, straightway discourses upon "adulterations in drugs," and in so far as the discourse is read or has any influence, it is accepted as an exposure of the methods in the drug trade. The conclusion of the committee was that existing conditions do not justify the popular suspicion as to the integrity of the goods sold by the drug trade throughout the United States. The report continued:

AN UNFORTUNATE FEATURE.

The inequalities in prices which still prevail upon many lines of drugs, and which naturally carry an impression of a like irregularity in quality, is an unfortunate feature of the business which, in the opinion of your committee, results rather from the absence of a well defined and universally accepted standard of quality than from any sophistications of the drugs themselves. This condition is in itself no reflection upon the integrity of the manufacturers or several classes of merchants engaged in the business, nor is it one to be easily met. The governmental standardization of certain crude drugs has served to promote greater uniformity of quality in the articles which are the subject of such regulation, and there is no evidence that the effort of the Government in this direction has been nullified to any extent by the sophistication of goods after they have passed the customs examination. But such systems of standardization are not without their drawbacks, and are found in operation to shut out goods which, if sold on their assayed value, would be equally serviceable to the manufacturer, and yield products of equal purity and therapeutic value with those of the higher governmental standards. If this organization, and others which have labored so successfully toward the abatement of the evil of adulteration, can now devise some means of supplementing that work with an intelligent and effective means of standardizing the quality of drugs, their labors will be better rewarded than by continuing the denunciation of a practice which, however reprehensible it may be, does not at present seem to exist to an extent at all beyond the control of the official bodies which the national Government, as well as the several States and most of the leading municipalities, charge with such police duties.

AS TO VARIATION IN QUALITY.

The buyer of drugs and medicines, whether he be dealer or consumer, who makes his purchase the subject of the same rules that might govern a purchase of ordinary merchandise, is likely to find the same conditions confront him. There are grades of wheat flour suited to the views of every class of buyers, and the same is true of cotton cloth and hundreds of other articles of merchandise. The flours are all made from pure wheat and are in themselves pure flour; the cloths are made from pure cotton, yet no buyer expects that he is getting the same grade of flour for \$3 per barrel that he would get for \$5, nor does the buyer of cotton cloth expect that he would get as fine goods of the same weight per yard for 6 cents as he would get for 12. Like conditions exist in the drug trade to-day, with no more dishonesty on the part of the seller, and they will continue to exist, without involving

any sophistication or other act of dishonesty on his part, so long as there is no absolute standard for the protection of the seller as well as the buyer. The various exchanges and boards of trade throughout the country have established standard grades of nearly all articles coming under the head of breadstuffs and provisions, and the miller who desires to make a special quality of flour, or the cotton manufacturer who makes a special quality of cloth, can each purchase his raw material by naming the grade he desires, with absolute assurance as to its quality in all the respects essential to the uses to which he intends putting it. The quality of his own product is thereafter assured unless it be altered by lack of skill or uniformity in his own methods, and the consumer is taught by experience about what to expect from a flour or a cloth at a given price. The initial quality of goods in almost any line may be impaired by improper handling and a lack of skill in converting a crude drug or chemical into the proper form for dispensing, is frequently responsible for deficiencies in the therapeutic action which the physician or analyst ascribes to "adulteration and wrong intent."

STANDARDS BEAR HEAVILY SOMETIMES.

The ultimate consumption of most drugs is for therapeutic purposes, and if a therapeutic standard were fixed for such drugs, so that the retail druggist could be readily assured of the quality of everything he bought, the inherent honesty in every branch of the trade would maintain a degree of uniformity the lack of which now leads to ill-founded suspicions of dishonest adulteration. When so large a proportion of crude drugs are used for conversion into alkaloidal or other pharmaceutical forms for dispensing, the manufacturer, for reasons already referred to, may properly be left to purchase his materials upon the basis of their assayed value, in so far as this can be done without menace to the therapeutic value of the product which finally reaches the consumer. The American manufacturer of morphine is to-day probably handicapped by the governmental standard for opium, inasmuch as he is unable to purchase for manufacturing purposes a low grade of gum which, based upon its alkaloidal value, he could obtain upon a relatively lower cost than the standard grade required for dispensing.

It seems to your committee that intelligent trade regulations supported by laws easy of enforcement might be adopted, which would place the drug business in a position equal in these respects to that occupied by other branches of business, at the same time affording the consumer the protection to which he is entitled, and relieving the situation from the odium under which the trade suffers from the over-estimated drugs of adulteration.

All the reports named above were referred to the Board of Control as read.

The Committee on Proprietary Goods, to whom was referred the statement submitted by Treasurer Strong, in regard to the finances of the association, reported that, in their opinion it was desirable that a Finance Committee of five be appointed by the incoming president to take into consideration the question of providing sufficient revenue to meet the expenses of the association and report at the next annual meeting. It was also recommended that the treasurer be made chairman of this committee. Upon vote the recommendation of the committee was adopted.

The secretary then announced the receipt of a communication from the Proprietary Association, requesting that the association take the same action in the matter of the infringement in the Van Stan's Stratena case, as had been taken by both associations in the Horlick's Food case. The matter was referred to the Committee on Proprietary Goods, after which the third session of the N. W. D. A. was adjourned.

FOURTH SESSION.

Wednesday Afternoon.

After reading the minutes of the preceding sitting the report of the special Committee on the President's Address was submitted by W. J. Walker as chairman. After commending the address to the careful consideration of the members, the committee submitted three resolutions, as follows:

Resolved, That we desire to place on record our appreciation of the action of the Proprietary Association in meeting with us on this occasion, and we express the hope that they will continue the same course in the future.

Resolved, That this association add to its list of honorary members the name of Thomas Lord, as a token of its appreciation of his long and honorable business career, and the secretary is hereby instructed to advise Mr. Lord of such action.

Resolved, That we consider that the methods pursued by the retiring president in the selection of membership of the Committee on Local Associations as judicious and desirable, and the incoming president is hereby recommended to continue the same.

The report was signed by Wm. J. Walker, C. F. Shoemaker and M. Carey Peters as a committee.

The resolutions were adopted without dissent.

NOMINATIONS FOR OFFICE.

Mr. Walker submitted a report of the Committee on Nominations, naming the following candidates:

For president, C. F. Shoemaker, Philadelphia; first vice-president, M. Cary Peter, Louisville; second vice-president, Fred. L. Carter, Boston; third vice-president, C. F. Michaels, San Francisco; fourth vice-president, James S. Morrison, Chicago; fifth vice-president, A. D. Parker, New Orleans; secretary, J. E. Toms, Indianapolis; treasurer, S. E. Strong, Cleveland, Ohio.

Members of the Board of Control: Lucien B. Hall, Cleveland, chairman; Henry W. Evans, Kansas City; A. M. Reid, Atlanta; Charles Barton, Louisville, and Charles A. Jarman, Milwaukee.

Under the rules this report was laid over for consideration later.

Board of Control Acts on Reports.

Lucien B. Hall as chairman of the Board of Control submitted reports from that body upon the reports of various committees which had been referred to it from time to time. These reports, which follow, were adopted as read:

Adulterations.

The report of the Committee on Adulterations has been read by the Board of Control with much interest, and while we must recognize the fact that the commercial conditions referred to in the report do exist, and always will exist to a certain extent, the board believes that the situation is constantly improving and that there is less and less tendency in the sale of drugs to misrepresent their real character or value.

This association has always taken such a firm position in favor of maintaining a high standard of purity in drugs of all kinds that the board feels that we should reiterate our conviction that no articles should be offered or sold except those that correspond exactly with the claims made for them.

The board believes that it would be very difficult to establish regulations for standardizing different grades of drugs, as suggested by the committee.

We recommend that the association again place itself on record as being heartily in favor of every movement that will serve to protect the trade and the public against the deceptive adulteration of drugs.

Box and Cartage.

The Board of Control believes that our association has for the coming year very few more important committees than the one on Box and Cartage, and we think its members well fitted for the work before them. We recommend, therefore, that the present committee be continued for another year, and we urge that local organizations arise to the emergency of the situation and render all possible encouragement, assistance and co-operate with the committee in their efforts to reinstate a uniform charge for case and cartage.

We also favor the recommendation of the committee requesting that the secretary of our association be authorized to correspond with the various grocery and hardware associations, with a view of interesting them in this movement.

Commercial Travelers.

The report of the Committee on Commercial Travelers is very entertaining, but the traveler who does energetic, conscientious work and produces good results for his house is far from being a "necessary evil." On the contrary, he is a valuable and indispensable assistant in the conduct of the wholesale business.

The committee's suggestion that houses should exercise the greatest care in the selection of their traveling salesmen is worthy of most careful consideration, as a house is necessarily judged, to a large extent, by the character of its representatives.

With regard to the method of compensation of traveling salesmen, the board is convinced that a fixed salary is the only correct basis of remuneration, as the payment of commissions leads to many irregularities. This is the position which has been taken by the association for many years, and we feel that it cannot be too strongly impressed upon our members.

Credits and Collections.

The elaborate report of the Committee on Credits and Collections shows that the chairman has given very careful thought to the various subjects discussed in the report, all of which are of the greatest interest to the entire trade. His views are clearly and forcibly expressed, and indicate that he has a most comprehensive grasp of the whole situation.

It is very gratifying that the trade conditions of the country generally are in such a satisfactory shape as stated in the report.

The Board of Control fully concurs in the recommendation of the committee that wholesale druggists should exercise unusual caution in encouraging the starting of new retail drug stores, and especially where this is done largely on credit. This is a most important point, and the board feels that the experience of our members generally will convince them of the necessity of watching this matter very carefully, both in their own interest and that of the retailers themselves.

On the subject of uniform terms and discounts, the board agrees with the committee that this is a matter which can be controlled only by the local associations, or by a uniform course of action on the part of the wholesale dealers in any territory where no regular organization exists. There can be no question of the great desirability of uniform terms and discounts throughout the entire country, and this association cannot too strongly indorse this principle. The board therefore recommends that we reaffirm the resolutions adopted upon this subject at our last annual meeting, as follows:

Resolved, That it is the sense of this association that the adoption of 30 days and 1 per cent for cash as being the established terms in the sale of drugs and proprietary articles is not only wise, but amply justified by sound commercial reasons and practice.

Resolved, That we urge upon the local associations throughout the United States to continue the agitation of this subject, as it is only through such local agitation that the desired end can ever be accomplished.

The board fully agrees in the wisdom of the suggestion made by the committee that it is not only just, but likewise good policy to charge interest where overdue time is taken. The reasons advanced by the committee for this action are most excellent ones, and are commended to the careful consideration of our members.

We are in hearty accord with the recommendations of this committee that the members of the wholesale drug trade, in common with all other merchants, should take a keen and active interest in the National Creditmen's Association, as well as in the local credit associations existing in their respective cities. We believe that great good has been accomplished by the work of these credit associations, as shown by the report of the committee. In this connection the board would recommend that this association adopt the following resolution:

Resolved, That the National Wholesale Druggists' Association heartily indorses the efforts of the National Creditmen's Association to secure the passage of a uniform law preventing sales of stocks of goods in bulk without proper protection to creditors.

The board calls particular attention to the suggestion of the committee that unity of action among creditmen is highly desirable, and cannot fail to be productive of good results to all concerned. We recommend that our members and wholesale druggists generally should encourage the closest co-operation among the creditmen of the various houses in the manner suggested by the committee.

In view of the statement made by the committee as to the doubtful character of the results obtained from credit insurance, the board feels

that this is a question which should be left to the individual judgment of each of our members.

The board fully agrees with the committee that receipts are unnecessary for remittances which require the indorsement of the receiver, and we recommend that the local associations use every effort to extend this practice among their members generally.

The board believes that the subject of currency reform is one of vital importance to the business and financial interests of the country, and we would recommend that the incoming committees on Credits and Collections, and also on Legislation, watch and study very carefully the measures which may be proposed in Congress for relief in this direction.

Drug Market.

The report of the Committee on Drug Market is very valuable as a matter of record, and we commend it to the careful attention of our members after it is printed in the Proceedings. The preparation of the report involves an immense amount of labor on the part of the chairman, and we feel that the association should express its appreciation of his work.

We recommend that that portion of the report in regard to the duty on borax be referred to the incoming Committee on Legislation.

Fire Insurance.

The report of the Committee on Fire Insurance is an admirable document, and shows that the Chairman has given this important subject the most careful and intelligent consideration. He is entitled to the hearty thanks of the association for his arduous labors.

We invite the special attention of our members to those portions of the report which show the necessity for "securing such additions to the standard form of policy as will adequately cover the individual risk;" "the list of rates for insuring drug stocks as showing the reduction of rates following the reduction of hazards;" "the low cost of insurance in mutual or reciprocal underwriters."

We indorse and recommend the adoption of the resolution contained in the report, as follows:

Resolved, That the incoming Committee on Fire Insurance be requested to embody in their report:

First. The origin of fires occurring in stocks of drugs and chemicals during the coming year, so far as it may be possible to ascertain the same.

Second. A list of hazardous drugs, chemicals, oils and fluids, with suggestions as to their handling and storage.

Third. How best to equip a drug house so as to promptly extinguish a fire if one occurs.

Fourth. How to organize a fire brigade in an individual warehouse.

Legislation.

The report of the Committee on Legislation shows that the chairman has given the closest attention to the important matters in charge of this committee, and the thanks of the association are due to him and the other members of the committee for the arduous labors they have performed in behalf of the trade.

While it was impossible to secure the passage of the Joy bill last year, notwithstanding the hard work done by our committee and the representatives of other commercial bodies, we would recommend that the incoming Committee on Legislation be requested to do all in its power to secure the enactment of legislation for the reduction of the tax on alcohol; and as the report indicates that the sentiment in favor of such legislation has greatly increased, it is hoped that some definite results may be obtained at the next session of Congress.

In accordance with the committee's suggestion, the board recommends that the incoming Committee on Legislation give its support to any pure food bill introduced at the next session of Congress, provided the bill conforms to the measures which this association has indorsed in the past.

The board indorses the recommendation of the committee that our incoming Committee on Legislation continue the effort to secure the passage of section 6 of the Levering bill, providing for a drawback on domestic alcohol used in the manufacture of exported articles.

Memorials of Deceased Members.

The board notes with great sorrow that the Committee on Memorials of Deceased Members has again been called upon to record the deaths of so many of our members since we last assembled. The Grim Reaper has indeed been busy in our ranks, and during the past year 19 of our associates have been called to their eternal reward.

The committee has performed in an admirable manner the sad duty of recording the virtues of our departed friends, and as suggested by the chairman, we think it eminently fitting that we should turn aside from our business for a short time and pay just tribute to those who have gone on before. The board therefore recommends that the president designate a time when our members may have an opportunity to say a few words in memory of our deceased associates.

We further recommend that a memorial page be set apart in the Journal of this convention upon which the names of our departed members shall be inscribed, and also that the report of the committee be adopted and printed in our proceedings.

Paints, Oils, and Glass.

The thanks of the association are due to the chairman of this committee for the complete and interesting report on these articles, and it should be read by all of our members. It is certainly gratifying to learn that the past year has been a prosperous one in white lead and mixed paint, and we regret that the same cannot be reported of linseed oil.

Paris Green.

From the report of the special Committee on Paris Green it is evident that the committee has given this article much attention during the last year, and while they did not succeed in placing Paris Green on the rebate plan, we learn from this report that through their efforts it was sold at a uniform price in 12 of the leading cities. We concur in the recommendation of the committee and offer the following resolution:

Resolved, That the incoming committee use their best efforts to secure the sale of Paris Green under a rebate for the season of 1904, and if unable to secure this, that a scale prices be recommended by the committee.

Secretary's Report.

The thanks of the association are due to Mr. Toms for the able manner in which he has discharged his duties as secretary during the past year, and for his very satisfactory report, with the valuable recommendations which it contains.

The Board of Control approves the secretary's recommendation that a copy of our annual proceedings be sent regularly to the secretary of each State and Territorial pharmaceutical association, also to the secretary of each local organization of wholesale druggists.

The board calls particular attention to the secretary's request that some of our members will supply him with the reports of the Western Wholesale Drug Association for March, 1876; February, 1878, and November, 1879, as it is exceedingly important that there should be a complete set of our annual reports on file in his office.

We heartily concur in the secretary's recommendation that delegates be formally appointed by our president to all the State and Territorial Pharmaceutical Association, as well as national association in the drug trade, and that a list of such delegates, with the time and place of the various meetings, be published in our annual proceedings.

Suits Against Members.

The Board of Control congratulates the association upon the fact that our Special Committee on Suits is able to report that the long drawn out suit of the John D. Park & Sons Co. has at last been decided in favor of the association by the court of last resort in the State of New York. It is particularly gratifying that the decision affirms the perfect legality of the rebate plan.

The board indorses the recommendation of the committee that we print in our Proceedings the pamphlet issued by the committee containing a history of the Park case, with the opinions of the court, in the recent decision.

While there is a great difference between the rebate plan of selling proprietary medicines and the system used by the American Publishers' Association in the sale of books, we concur in the recommendation of the committee that the decision in the case of Macy vs. that association be also printed in our Proceedings, simply as a matter of information and record.

In consideration of the immense amount of time, thought and labor which has been expended by the Committee on Suits in the defense of the Parks case during the past seven years, the board recommends that they be given a rising vote of thanks in appreciation of the valuable services which they have rendered to the association.

While the work of the Committee on Suits in this particular case has been so successfully completed, the board feels that it is very important that the same committee should be continued for another year, as the familiarity of its members with all past suits especially fits them for looking after the interests of our association in all matters connected with litigation.

Trade-Marks.

The report of the Committee on Trade-Marks contains a great deal of information which is interesting and valuable to all our members, as it gives a history of all the important trade-mark decisions rendered during the past year.

The report shows conclusively that it is absolutely necessary for manufacturers to register their trade-marks in foreign countries with the greatest promptness, and also that they should be particularly careful in the description of their products, so that they may be assured of the protection of the courts against imitators. We are gratified to learn from the report that the tendency of court decisions is more and more favorable to the protection of the legitimate rights of proprietors.

The thanks of the association are due to the chairman of this committee for the valuable work which he has performed during the past year.

Report of Board of Control on Report of Special Committee of Commercial Travelers.

The report of this committee is very interesting and is full of the most excellent advice to all traveling salesmen. Coming as it does from a veteran of 40 years' experience, it is worthy of the careful consideration of commercial travelers generally, and we especially commend it to every young man starting on the road as a salesman.

Report of the Board of Control on Proprietary Goods.

In connection with the report of the Committee on Proprietary Goods the Board of Control offered the following resolutions:

1. *Resolved*, That we reiterate the action of the association one year ago, as expressed in the following resolutions:

"*Resolved*, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

"*Resolved*, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

"*Resolved*, That the chairman of the Proprietary Committee be requested to continue his efforts to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

"*Resolved*, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises."

2. *Resolved*, That proprietors are especially requested to exercise greater care and vigilance in regard to the signing of their contracts and in insisting that their rules on the subject shall be complied with.

3. *Resolved*, That the Committee on Proprietary Goods is hereby authorized to issue a revised edition of the Rebate list at as early a date as is practicable.

ADVANTAGES OF TAX-FREE ALCOHOL.

In discussing the recommendations of the Board of Control on the report of the Legislative Committee M. N. Kline read several excerpts from a pamphlet on the alcohol tax tending to show the immense advantage which would accrue to the chemical and allied trade from the use of tax-free alcohol, and upon his motion these excerpts were ordered to be incorporated in the report of the Legislative Committee.

In submitting the report of the Committee on Trade-marks the Board of Control recommended the passage of a vote of thanks to the chairman of that committee, Chas. H. Camp, for the excellent work done by him.

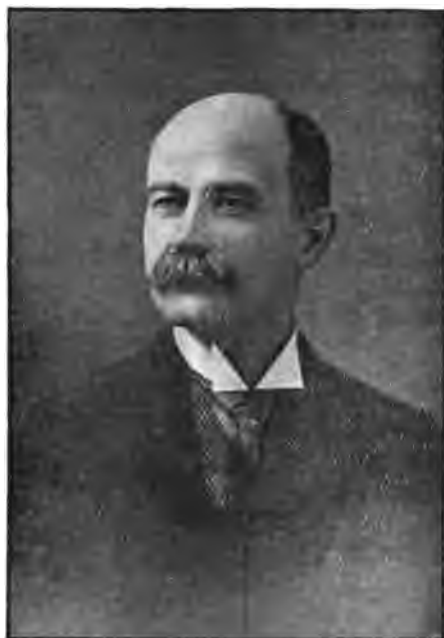
On behalf of the Committee on Proprietary Goods, the chairman, Mr. Carey, presented a resolution pledging the moral

support of the association to the proprietors of Van Stan's Stratena in connection with the efforts which were being made to introduce a substitute for this preparation.

The resolution was adopted without dissent, and C. S. Pettit, proprietor of the Van Stan's Stratena, took occasion to briefly express his thanks for the passage of the resolution. A recess of ten minutes was taken, after which the report of the Board of Control on the report of the Proprietary Committee regarding the Stratena case was read and adopted, this merely confirming the action taken earlier.

TRIBUTE TO MR. CAREY.

C. F. Shoemaker, former chairman of the Committee on Proprietary Goods, placed in nomination as chairman of that committee for the next year the present incumbent, John N. Carey, of Indianapolis. Mr. Kline, also formerly a chairman of this committee, seconded the nomination, both paying high



LUCIEN B. HALL,

Chairman of Board of Control, of the N. W. D. A.

tribute to the excellence of the work which had been performed during the past year by Mr. Carey in this position. There being no other nomination, Mr. Carey was unanimously re-elected and returned thanks to the members for the many flattering evidences of appreciation which had reached him during the past year. F. E. Holliday was elected vice-chairman without opposition.

FOR THE MILES PLAN, WITH AN "IF."

John N. Carey, of the Committee on Proprietary Goods, to which committee the address of Mr. Wooten had been referred, reported on behalf of that committee resolutions to the effect that when a majority of the retail druggists of the United States desire the inauguration of a direct contract and serial numbering plan that the National Wholesale Druggists' Association would heartily favor the introduction of such a plan, provided that the proprietors who adopted it would make some provision for the remuneration of the jobber for the extra expense and time required of him in carrying out the plan, and providing that the details of each individual plan adopted by the proprietors should first be submitted to the approval of a joint committee of the N. A. R. D. and N. W. D. A.

MR. WOOTEN PROTESTS.

In commenting on this resolution as offered, Mr. Wooten, speaking for the N. A. R. D., said that he regretted the presence of so many provisos in the resolutions. He had hoped and he knew that the retail druggists generally of the country had hoped that at this meeting the National Wholesale Druggists' Association would unhesitatingly and unequivocally endorse the direct contract plan. He appreciated the fact that the resolution was intended as an indication of a friendly spirit on the part of the N. W. D. A., but the N. A. R. D. needed something more positive and which would be more helpful. He said that he would like to know what reason there was for the appearance in the resolution of a clause calling in question the fact that a large proportion of the retail druggists favor the

serial contract plan. The presence of this clause was wholly unnecessary in view of the known facts in the case as regards the contracts which had been signed by 34,000 retail druggists. Mr. Wooten had regretted the absence at the moment of his associates from the N. A. R. D., who, however, came in during the course of his remarks.

M. N. Kline, of Philadelphia, responded to the criticisms of Mr. Wooten, going carefully over the details of the resolutions with a view to showing the necessity under which the N. W. D. A. lay for the exercise of the greatest caution in undertaking the approval of plans of which they could not now have any cognizance.

R. K. Smither, of Buffalo, president of the National Association of Retail Druggists, confessed his disappointment at the tone of the resolution. It would seem that the mountain had labored and brought forth a mouse. He had hoped that the history of the plan as put in operation by the Miles Medical Company was sufficiently well known and sufficiently convincing evidence of the practicability of the plan. The resolutions seemed to Mr. Smither to contain too much verbiage. "Boil it down," said he, "and give the plan a frank and hearty endorsement." He could not see how the jobber had anything to lose in the premises.

A. D. Parker, of New Orleans, said that he regretted to note that Mr. Smither seemed to assume the existence of a certain antagonism. He hoped that this spirit would not prevail, and asked that the retailers give the association an opportunity to prove their willingness to co-operate with them.

THE QUESTION ONE OF BUSINESS, NOT SENTIMENT.

C. F. Shoemaker, of Philadelphia, after complimenting Mr. Kline on his admirable presentation of the views of the jobbers, said that there were one or two things still left which might well be given careful consideration in the matter. The members were asked to give their endorsement to the serial contract plan. This was a matter of business and not of sentiment, and the jobbers could certainly not be expected to adopt the plan unless they believed and believed strongly that its adoption would be for the best interests of all concerned. It had been stated in the resolution, and stated with perfect truth, that this association stood ready, and has always stood ready, to put into operation any plan thought to be for the best interests of all concerned, but that is a question. Continuing, the speaker said: "It seems to me that because 34,000 retail druggists have signed the Miles' contract it does not follow that they would sign a dozen similar contracts covering other goods, nor have we had time to thoroughly demonstrate the practicability of the plan." In the opinion of the speaker the proof of success of the plan was not yet evident. In one case that he had heard of in a town of some size an aggressive cutter still continued to sell Miles goods at 60 cents, the source of supply being concealed by the mutilation of the wrappers. Of course he did not mean to intimate that a single instance of this character was adequate argument, either for the adoption or the failure to adopt this plan, but he thought that similar conditions might possibly exist in other cities. He directed the attention of the retailers to the fact that the jobbers were really not the factors in this situation. It was the proprietors. He had been told that the proprietors were ready to adopt the serial numbering plan, but that in some occult manner they had been restrained from doing so through the influence, either tacit or expressed, of the N. W. D. A. He believed that the proprietors were amply able to determine this question for themselves and in no way dependent upon the influence of the jobbers. He expressly disclaimed any desire to belittle the movement, but said that at its present stage an endorsement would seem to be rather a matter of sentiment than of business, whereas the matter was one in which business and not sentiment should prevail.

George W. Lattimer, of Columbus, O., said that he had believed firmly in the efficacy of the serial numbering plan, and that he still believed in it, though information which had reached him since arriving here had led him to doubt somewhat where he had previously been quite confident. It was possible that further information would still further weaken his confidence in the efficacy of the plan. Mr. Carey expressed his willingness to eliminate the clause referring to the adoption of a plan by the majority of retailers if this elimination would meet with approval.

MR. WOOTEN GAINS A POINT.

Mr. Wooten said that he had asked for some expression which would be helpful to the N. A. R. D. The insertion of so many provisos in the resolution virtually nullified its usefulness in this direction. As regards the mutilation of the label so as to destroy the serial numbers, he said that this was a matter in which the proprietors could soon instruct the public, that they would insist upon receiving uncut packages. He expressed his regret that one of the speakers had referred to the plan as a mild plan, some of those who had objected to giving

the plan a fair trial had made an effort to convey the idea that the plan was an advertising scheme. This idea he wished to combat. The plan had been laid before several proprietors before being adopted by the Miles Medical Company, and its adoption by that firm would not necessarily carry with it any advertising value. He requested therefore that the resolutions be referred back to the Proprietary Committee, with instructions that they should confer with the N. A. R. D. on the matter. Upon motion of Mr. Carey the suggestion was adopted and the meeting adjourned.

FIFTH SESSION.

Thursday Morning.

It was half-past ten on Thursday morning before the fifth session of the N. W. D. A. was called to order, although this was an hour after schedule time. After the minutes were read and approved the report of the Committee on Time and Place of Meeting was submitted by C. F. Weller, of Omaha, naming New Orleans as the place and the time the last week of October or the first week of November, the exact date to be left to the discretion of the Local Committee on Arrangements. C. P. Walbridge, of St. Louis, moved to adopt the report of the committee, and took occasion to explain the fact that while he did this he wished to assure the members that the invitation which had been received to hold the meeting in St. Louis was by no means a perfunctory one, that St. Louis would have given the association a very hearty welcome indeed, and would have shown them an exposition well worth their attention. Action on the report was deferred for two hours under the rules.

The chairman appointed M. Cary Peter, of Louisville; C. W. Snow, of Syracuse, and James W. Morrisson, of Chicago, a committee to prepare and submit resolutions of thanks to the local committee for their entertainment.

ACTION ON COMMITTEE REPORTS.

Lucien B. Hall, as chairman of the Board of Control, submitted reports for the board on several committee reports, as on Adulteration, Relations with Local Associations, City and Interstate and Transportation, the report of the board being adopted in each case with the exception of the report on relations with local associations, city and interstate. The Board of Control had recommended that the local associations be invited to send their secretaries to the meetings of the N. W. D. A., suggesting that the expenses of these secretaries be paid by each local association. Mr. Main, of New York, opposed this suggestion as being out of the province of the N. W. D. A. While it was perfectly proper to invite the local associations to send their secretaries, Mr. Main thought that it would be in bad taste for the association to suggest that their expenses should be paid. Mr. Main's motion to strike out this suggestion was carried, and the report in its amended form was adopted. In discussing this matter, George W. Lattimer, of Columbus, Ohio, chairman of the Committee on Local Associations, said that there were several points in his report on which he entertained pronounced views, and which he wished to bring to the attention of the members, though he had been overruled in the Board of Control on this head. Among other things he desired that the chairman of this committee be allowed a sufficient sum to pay the services of a stenographer so as to be able to carry on the voluminous correspondence required.

The chairman of the Board of Control thought otherwise, however, considering that this work came well within the province of the secretary, who would, of course, carry on the work under the direction of the chairman of the committee.

NEW MEMBERS.

A supplementary report by the Committee on Membership proposing the names of E. C. De Witt & Co., of Chicago, and the Van Stan's Stratena Company, of Philadelphia, was read, and the rules being suspended they were at once elected to associate membership.

The names of the members who had died during the past year were read, and the members were invited to make any remarks which they might desire to. Mr. Kline, of Philadelphia, said he believed the members would hesitate to attempt to add anything to the feeling and able memorial notices which had already been prepared by the chairman of the committee, and no further remarks were made.

PLEDGES OF SUPPORT TO RETAILERS.

Mr. Cary, chairman of the Proprietary Committee, reported that his committee had had a joint meeting with the delegates of the N. A. R. D., and that as a result a series of resolutions had been drawn up, which he submitted, as follows:

Resolved, That the National Wholesale Druggists' Association, in annual convention met September, 1903,

pledges its members now, as heretofore, to co-operate to the fullest extent with the retail druggists in the establishment and maintenance of any protective plan that is feasible, legal and equitable for the betterment of their condition.

Resolved, That this association hereby approves of a direct contract and serial numbering plan of marketing proprietaries, and pledges its co-operation with the other branches of the trade in putting such plan into more general operation;

Provided, That the proprietor or proprietors adopting the same will compensate the wholesale druggists for any additional labor involved in carrying it out; and

Provided, That the details of such a plan meet with the approval of a sub-committee of five to be appointed by the chairman of our Committee on Proprietary Goods,



ROBERT K. SMITHER,

President of the N. A. R. D.

of which he shall be chairman, which sub-committee is hereby authorized to consult with any proprietor or proprietors who adopt such a plan and with a similar committee selected from the Executive Committee of the National Association of Retail Druggists.

We will not favor the promulgation of such a contract by any proprietor until such joint committee shall have agreed upon the terms of the same.

IMPORTANCE OF THE RESOLUTION.

In seconding the motion to adopt these resolutions, M. N. Kline said he wished to accentuate the importance of this step. He wished to deprecate very much the circulation of reports which had been sent out during the year, to the effect that the jobbers were trying to "put up a job" on the retailers in the working of the tripartite plan. These reports were unfounded and unjust. Mr. Kline said he had been particularly struck with an interview published in N. A. R. D. Notes, and attributed it to a conservative Eastern man, reflecting upon the good faith of the jobbers. The editor of Notes had wisely expressed his own disbelief in the condition said in the interview to exist.

Mr. Kline said that he had stood in intimate relations with all three branches of the trade for a great many years, and he believed that there were a great many retailers who would say one thing and do another, some jobbers who would say one thing and do another, and some proprietors who would say one thing and do another; but it was unjust to asperse the entire membership of any one branch of the trade for the sins of a few of its members. He regretted the growing tendency in the direction of "buying clubs," which tendency he thought wholly incompatible with the spirit of the tripartite plan under

which each branch of the trade was to respect the rights and privileges of the other. He believed that the direct contract plan would receive the active, honest and earnest support of the jobbing druggists.

Former President Walbridge also seconded the motion to adopt the resolutions, which were adopted without opposition.

WHERE THE TRIPARTITE PLAN IS WEAK.

Thomas V. Wooten, secretary of the N. A. R. D., said he desired to make a statement regarding the remarks of Mr. Kline, not in the way of an answer, but merely as a declaration. He said that the failure of the tripartite plan was largely responsible for the growth of the buying club idea, but that if his hearers would actively assist the retailers to make a success of the tripartite plan the buying club idea would soon become obsolete. One of the weaknesses of the tripartite plan was the difficulty of obtaining information as to the sources of the supplies of cutters. The N. A. R. D. had not the means to pay detective bureaus, and it had not received the support at the hands of the wholesalers which they might have been accorded in its efforts to secure this information. In one case he had written to a jobber whom he knew to have the desired information, asking him expressly to be put in the way of obtaining the information independently of the jobber himself, but this appeal for assistance was met with a flat refusal. Certainly the failure of the tripartite plan was not due to any lack of effort on the part of the N. A. R. D.

A VETERAN'S VIEWS.

Henry W. Canning, of Boston, also spoke on this subject, giving the results of 20 years' experience. He congratulated the N. A. R. D. and the retail druggists of the country generally that they had had on the floor a man capable of presenting in such a modest, forceful and able manner their plea for the co-operation of the jobbers. It was an interesting and, he thought, a hopeful coincidence that it was in Boston 20 years ago that the first movement in the retail trade looking toward an improvement in price conditions had begun. The present movement, he thought, was based on more practical lines, and he had every hope of its ultimate and complete success.

ACKNOWLEDGMENTS BY MR. SMITHER.

R. K. Smither, president of the N. A. R. D., returned thanks on behalf of that association for the courtesies extended and for the cordial expressions of hearty good will which had emanated from the jobbers in the course of the discussion. He said that as a result of their action the delegates would go to Washington next month with a feeling that they had behind them the cordial support of the entire jobbing trade.

Mr. Hover, president of the N. W. D. A., returned thanks to Mr. Smither and his associates on behalf of the association for the uniform courtesy, fairness and clearness with which their claims had been presented.

A further supplementary report by the Committee on Membership was presented, recommending for election as an associate member W. Howard Ogborn, of Cincinnati. The rules being suspended, Mr. Ogborn was forthwith elected.

M. N. Kline, chairman of the Committee on Suits, said that when the association had passed a vote of thanks to him as chairman of the Committee on Suits he had felt that the thanks had really been due, not to him, but to the able counsel upon whose advice the committee had acted, and he took the pleasure in introducing to the members H. Le Bar Jayne, of Philadelphia, who for the past seven years had acted as the counsel for the committee in the Park suit.

THE PARK SYSTEM OF BOSTON AND THE N. W. D. A.'S OWN SPECIAL "PARK SYSTEM."

Mr. Jayne said that as he came up on the cars he had heard some one say that the N. W. D. A. were inspecting the park system of Boston, and he had felt like informing the speaker that the N. W. D. A. had a Park system of its own, with more intricate ramifications, more tortuous windings, and more dark corners than were found throughout any part of the park system of Boston.

At the close of Mr. Jayne's remarks the report of the committee on time and place of meeting was taken up and the report adopted.

The chairman then announced that the hour had arrived for taking action on the report of the Nominating Committee, and the report of this committee being read, the secretary was instructed by a rising vote to cast a single ballot for the entire list of officers nominated. The names of the officers are as follows: President, C. F. Shoemaker, Philadelphia; first vice-president, M. Cary Peter, Louisville; second vice-president, Fred. L. Carter, Boston; third vice-president, C. F. Michaels, San Francisco; fourth vice-president, James S. Morrisson, Chicago; fifth vice-president, A. D. Parker, New Orleans; secretary, J. E. Toms, Indianapolis; treasurer, S. E. Strong, Cleveland; chairman Board of Control, Lucien P. Hall, Cleveland.

C. F. Shoemaker, the newly elected president, being called upon, expressed his appreciation of the compliment conveyed by his election, and said that he felt that this election was in the nature of a reward for services rendered, and as such a reward he thoroughly appreciated the honor. There being no further business the session adjourned to convene again at 10 o'clock Saturday.

Proceedings of the Proprietary Association

PROCEEDINGS IN DETAIL.

First Session:

At 10.30 on Tuesday morning, September 8, the twenty-first annual meeting of the Proprietary Association was called to order in the Hotel Somerset by the president, H. B. Harding, of New York. The reading of the minutes and the roll call having been dispensed with, the secretary reported the presence of delegates from various allied organizations, and in response to the invitation of the president, C. F. Shoemaker, of Philadelphia, addressed the members as a delegate from the N. W. D. A., assuring the members of the pleasure felt by his organization in again having the Proprietary Association holding coincident meetings. Mr. Shoemaker was responded to by J. R. Katherns, on behalf of the proprietors.

GREETINGS FROM THE N. A. R. D.

Robert K. Smither, of Buffalo, on behalf of the National Association of Retail Druggists, spoke, conveying the greeting of 40,000 retailers, all of whom had their eyes upon this meeting and awaited with anxiety its outcome.

He said that he believed, and his constituents believed, that the retail druggist was the natural distributing agent for the good of the proprietor, and the retailers looked to the proprietors for an improvement in existing trade conditions. The N. A. R. D. had administered wisely and in a conservative manner the power entrusted to it, and had held back the retailer when he asked for more than was just or expedient. He believed it possible for the proprietors to govern absolutely the

retail price of their goods, and he thought that the retailers generally believed that the time had come when this power should be exercised. He also invited the proprietors to send delegates to attend the convention to be held by the N. A. R. D. in Washington next month.

PROPRIETORS ACKNOWLEDGE N. A. R. D. BENEFITS.

Dr. V. Mott Pierce spoke feelingly in response of the good which had been accomplished through the work of the N. A. R. D. He had himself observed the improved conditions in his own city of Buffalo, and he had heard many favorable reports from various sections of the country testifying to the improvement which had followed the advent of the organizers of the N. A. R. D.

MR. SMITHER'S PICKWICKIAN REFERENCE.

Mr. Smither, in commenting on Dr. Pierce's remarks, said that he wished to make it perfectly clear that the humorous remarks made by him in the N. W. D. A. session concerning Dr. Pierce and the work of the proprietors was to be taken wholly in a Pickwickian sense, since he was personally cognizant of the hearty good will and the substantial support given to the N. A. R. D. by Dr. Pierce.

Clarence G. Stone reported on behalf of the Committee on Entertainments that the local members had co-operated most cordially in the work of this committee and stood ready to give the fullest share of the programme to the Proprietary Association.

Joseph R. Katherns, chairman of the Committee on Mem-

bership, submitted the following applications for membership, which were duly posted for future action:

Members Proposed.

Cranitonic Hair Food Company, New York, N. Y., Cranitonic Hair Food; F. F. Ingram & Co., Detroit, Mich., Milkweed Cream, etc.; Pepsin Syrup Company, Monticello, Ill., Dr. Caldwell's Syrup Pepsin; Wilbur F. Young, Springfield, Mass., Absorbine, etc.

Dr. Pierce made a verbal report on behalf of the delegates to attend the various pharmaceutical meetings.

The report of the secretary was then submitted by Joseph Leeming, of New York. Six members had been lost during the year by resignations, the present roll of members numbering 152.

The report was adopted as read.

The report of the Committee on

Trade Interests

was read by the secretary, in the absence of the chairman, A. M. Hance, of Philadelphia. The report went at some length into the department store question and took up one phase of this, which is both new and objectionable—namely, the advertisements of the department stores, giving the names of the manufacturers from whom they purchase, as guarantees of the quality of the goods sold. The chairman spoke with pleasure of the evident decrease in the disposition to substitute, and he also referred to the decline in the custom of publishing substitute formulas in the various drug journals. The report was adopted as read.

REPORT ON DECEASED MEMBERS.

The report of the Committee on Memorials of Deceased Members was made by Brent Good, chairman. Since the last annual meeting of the association, held in New York, six members had passed away and the committee recorded their deep sense of the loss incurred in the demise of these members. The report stated that among the names were those who had gained not only a warm place in the hearts of the individual members of the association, but the organization itself was indebted to them for faithful devotion to its interests. The names of the deceased members were given as follows: Horace M. Sharp, manager of Dr. D. Jayne & Son, Philadelphia; Mahlon K. Smith, president of the Smith, Kline & French Co., Philadelphia; Theodore Rickey Hostetter, vice-president of the Hostetter Company, Pittsburgh; Charles A. Smiley, president of the National Licorice Company, Brooklyn; Louis Yakel, of the Kohler Medicine Company, Baltimore, and Henry C. Hebbard, secretary of the Carter Medicine Company, N. Y.

M. N. Kline, of Philadelphia, submitted the report of the Committee on Fraternal Relations, showing the growing tendency toward active co-operation between the various branches of the drug trade.

THE NOMINATING COMMITTEE.

The following members were named by acclamation from the floor as members of the Nominating Committee: F. W. Schumacher, Columbus, Ohio; V. Mott Pierce, Buffalo, N. Y.; Joseph R. Kathrens, Milwaukee, Wis.; J. T. Wetherald, Lynn, Mass., and E. C. De Witt, Chicago, Ill.

The first session of the Proprietary Association was then adjourned.

SECOND SESSION.

Wednesday Morning.

The second session of the Proprietary Association was technically an executive session, though much of the matter was of a character concerning which no special secrecy was observed. The most interesting feature of the session was the able, bright and original report of Dr. Stowell, chairman of the Committee on Advertising. This report dealt with matters which were considered of a confidential character, and will not, therefore, be made public. It showed an intimate insight into the advertising conditions throughout the United States and was full of valuable suggestions.

The opening business of the meeting was the presentation and consideration of the report of the treasurer, C. W. Griffith, which was referred to an auditing committee composed of Messrs. Chamberlain, Kennedy and Beardsley.

The next business was the consideration of the report of the Committee on Legislation, which was presented by the chairman, D. S. Chamberlain, Des Moines.

The secretary announced that F. E. Holliday, the vice-chairman of the Proprietary Committee of the National Wholesale Druggists' Association, would be pleased to present a report on certain irregularities existing in the trade in Boston and Los Angeles which he had aided in arranging. Mr. Holli-

day was invited to come in, and made an interesting verbal report answering questions from several members touching conditions in certain particular cases.

A verbal report was made by Geo. A. Newman, of Louisville, for the Committee on Trade-marks.

A resolution was adopted requesting the N. W. D. A. to adopt resolutions regarding the Van Stan's Stratena case similar to those adopted at the last meeting regarding the case of the Horlick's Milk Food Company, in which the sympathy and moral support of the wholesale trade had been pledged to the original proprietors as against the manufacturers of an article bearing a similar trade name.

The report of Dr. Charles H. Stowell, of the J. C. Ayer Company, on advertising was presented and proved unusually valuable and interesting, dealing as it did with the subject in a manner which showed an intimate knowledge of all the details of the work.

The Committee on Membership, through Chairman Kathrens, presented two additional applications for membership, that of the Derm Aseptic Company and of the Mellins Food Company, the latter application being for reinstatement and being greeted with vigorous applause.

A. H. Beardsley, of Elkhart, Ind., then submitted a brief report as chairman of the Committee on Transportation.

The report of the Committee on Infringements and Simulations of Trade-marks was read by the secretary, the chairman of the committee, Harry H. Good, being unable to attend the meeting on account of illness. Several cases were mentioned at some length, among others being that of the Van Stan's Stratena. The committee recommended that the moral support of the association be pledged to the original proprietors, who had failed on a technicality, and a resolution pledging the support of the association was adopted.

Dr. V. B. Mott Pierce made a report as a delegate to the concurrent meeting of the National Wholesale Druggists' Association, speaking of the cordial reception which had been accorded him and the evident pleasure of the wholesalers in again having the proprietors meet with them.

C. W. Griffith presented the last volume of the Proceedings as the report by the Committee on Publication, and was congratulated by the members upon the excellent manner in which the publication had been presented.

THE SITUATION IN CANADA.

Thomas L. Leeming, chairman of the delegates to attend this year's meeting of the Proprietary Articles Trade Association of Canada, announced that this association had held no meeting during the year. He had, however, been kept apprised of the situation in Canada by his Montreal partner, Henry Miles, of Leeming, Miles & Co., the president of the Proprietary Articles Trade Association of Canada. He said that the legislation at Ottawa and in the several provinces of Canada was constantly watched by men on the spot. Several menaces to members of the association had been averted by personal influence.

Mr. Leeming called attention to a matter which the Canadian association will shortly be called upon to take up. A price restrictive plan has been adopted by some proprietors at the instance of the retail association at Toronto, but the Canadian association, he said, had not yet pronounced upon the plan. Mr. Leeming deemed it advisable for all manufacturers of proprietary articles doing business in Canada and located in the United States to affiliate with the Canadian association, because it could not be known in advance at what moment they might be called upon to join hands and fight for their interests.

A letter of greeting from the president of the Proprietary Articles Trade Association of Canada to the president of the Proprietary Association of America was submitted by Mr. Leeming.

The twenty-four hours posting required for applications for membership was waived in the case of the two applications reported at this morning's sessions. The applicants were elected to membership as follows: The Cranitonic Hair Food Company, of New York; Pepsin Syrup Company, of Monticello, Ill.; Robert F. Young, Springfield, Mass., and Mellins' Food Company, of Boston.

The application of F. F. Ingram & Co., Detroit, and of the Derm Aseptic Company, of Chicago, were referred back to the Committee on Membership for further information.

Mr. Wetherald, chairman of the Committee on Nominations, reported for that committee. Mr. Griffith, whose name was mentioned for re-election, declined re-election on the ground of conflicting duties, and Harry H. Good, New York, was substituted. The list of nominations, as amended, reads as follows:

President, D. S. Chamberlain, Des Moines, Ia.; first vice-president, William H. Gove, Lynn, Mass.; second vice-president, F. W. Schumacher, Columbus, Ohio; secretary, Joseph Leeming, New York; treasurer, Harry H. Good, New York; Execu-

tive Committee, Herbert B. Harding, New York; Dr. V. Mott Pierce, Buffalo; A. H. Beardsley, Elkhart, Ind.; George A. Newman, Louisville, Ky.; Dr. Charles H. Stowell, Lowell, Mass.; W. A. Talbot, Warren, Pa.

There being no conflicting nominations the secretary was instructed to cast a ballot for the nominees, which was done, and they were formally declared elected.

In response to calls the newly elected president, Mr. Chamberlain, made a brief acknowledgment of the compliment of election to this office. He said that he hoped that there would be but little to do during his administration, but whatever there was to do would be done to the best of his ability. He rather expected that the year would be an active one in legislative matters, and he expected the active co-operation of the members of the association should he be compelled to call upon them at any time.

Vice-president F. W. Schumacher also made a brief address acknowledging the honor conferred by his election. Mr. Leeming, the secretary, said that since he had been re-elected against his will he would inflict upon the audience the same speech with which he had made acknowledgment the previous year.

The officers having been duly installed, the convention adjourned, subject to the call of the chair.

Entertainment Features.

The Committee on Arrangements and Entertainments provided a programme which was sufficient to keep the members and the ladies in attendance busily engaged throughout the entire week. On Monday morning such of the visitors as had arrived inspected the grounds and buildings of Harvard University under the leadership of student guides provided by the committee. On Monday evening the ladies of the reception committee served tea in the drawing-rooms of the Hotel Somerset. The function was a charming one, serving as a means of introducing to each other the visiting ladies.

On Tuesday the ladies took a trolley ride through the suburbs of Boston, Charlestown, Cambridge and Brookline. On Tuesday evening the president's reception was held in the main ball room of the hotel, and was one of the most brilliant affairs in the history of the association. President and Mrs. Hoyer, of the N. W. D. A., President and Mrs. Harding, of the Proprietary Association, received, being assisted by the following ex-presidents and their wives, Mr. and Mrs. M. N. Kline and Thomas F. Main, Thomas F. Dolliver, Mr. and Mrs. W. J. Walker, Mr. and Mrs. Chas. F. Weller and Dr. and Mrs. V. Mott Pierce.

The floor arrangements were in charge of Clarence W. Fox, of the Local Committee, the introductions being made by ushers selected by him from the members of the association who have a wide acquaintance. The reception was followed by dancing.

On Wednesday the ladies were taken on a day's trip to the North Shore by special train to Montserrat Station, whence a drive was taken to Pride's Crossing, Beverly Farms, Manchester, and Magnolia. Wednesday was devoted to a theatre party, the entire body of the Hollis Street Theatre being taken for the 385 members and delegates. The play presented was "Soldiers of Fortune," with Robert Edeson in the leading role. On Thursday afternoon the entire party took a carriage drive throughout the boulevards and park system, and on Friday evening a banquet for the men was served in the large ball room of the Somerset, the ladies being given a dinner and entertainment in the small ball room.

The entire day Friday was devoted to an outing, the morning being spent on the estate of Dreamwold, the country home of Thomas W. Lawson. This estate is one of the most beautiful and most elaborately equipped country homes in America, and the visitors were shown every possible courtesy and attention. From Dreamwold the party drove over the Jerusalem road to the head of Nantasket Beach, where luncheon was served at the Atlantic House, the party returning by steamer in the afternoon.

THE INSTALLATION OF OFFICERS,

with the customary speechmaking which accompanies this ceremony, took place on Friday evening. Saturday was devoted to independent trips by small parties to various points of historic interest in the vicinity of Boston, and by visits to Harvard by those who did not arrive in time to visit the university on Saturday.

The Committee of Arrangements and Entertainment left nothing undone which it was possible to do to enhance the pleasure of the members during their stay, and the weather fortunately was ideal in its character, so that all carried away from Boston a most delightful impression of its people, of its buildings and of its hospitality.

Patent Medicines in Germany.

In a report dated Frankfort, July 31, 1903, United States Consul-General Richard Guenther quotes the *Vossische Zeitung*, of Berlin, which says that the Federal Council (*Bundesrath*) has agreed upon minimum regulations for the traffic in secret remedies (proprietary or so-called patent medicines), and will request the confederated German Governments, to have them go into effect at the beginning of next year, provided the several States have not already more severe regulations, in which case these shall continue.

The Federal Council has made the following two lists of secret remedies:

List A.—Eagle fluid, amarol, American coughing cure (Lutze), antiarthrine and its preparations, Dufot's antigout wine, antemeline, Said's antirheumaticum, antitussine, Schiffmann's asthma powder, Zematone asthma powder and asthma cigarettes, White's eyewater, Schuetz's skin ointment, Bifinger's balsam, Lampert's balsam, Spranger's balsam, Thierry's balsam, Konetzki's tapeworm remedy, Bohnert's Indian cure for sore legs, Hohl's blood-purifying powder, Wilhelm's blood-purifying tea, Lampert's croup liniment, Battle & Company's bromidia, Tanzer's balsam for hernia, hernia ointment of Valtenberg's pharmaceutical bureau, Ayer's cathartic pills, Djorat Bauer's corolline, Elixir Godineau, Elliman's Embrocation, Omanter remedies, Cassariul's powder, Hess's eucalyptus remedy, Mountain Tea, Schmidt's hearing oil, Lueck's herb honey, gout and rheumatism liquor, glandulene, Lindner's glycosolvoile, Spranger's Heol ointment, Jacob's remedial draughts, especially his King's draught, Homeriana, Injection Brou, Injection an matico, Locher's kalosine, Weidemann's Knoeterich tea, Richter's Congo pills, Lueck's herb tea, Ulrich's herb wine, Altona crown essence, Fernet's essence of life, Liqueur du Docteur Laville, Richter's loca pills, Tacht's stomach pills, Brady's stomach pills, Spranger's stomach drops, Mother Spiegel's pills and sirup, Dressel's nerve fluid, Lieber's nerve force elixir, Pastor Koenig's nerve strengthener, orfine, pain expeller, Boek's pectoral, Indian pills, Morrison's pills, Redlinger's pills, Pilules du Docteur Laville, Marienbad reducing pills, Liebovitz's regenerator, Remedy Alberts Sanharo Salvol, Warner's Safe remedies, Sanjana preparations, Ayer's sarsaparilla, Richter's sarsaparilla, Weissmann's water, Brandt's Swiss pills, Pagliano's sirup, spermatol, Lueck's special tea, Richter's stomakal, Tarolin capsules, tuberkeltois, Barella's universal stomach powder, Vino Mariani, Vulneral cream, Dick's licensed wound salve, Lah's Zamba capsules.

List B.—Locher's antineon, Reichel's vegetable eye balsam, Noortwyck's diphtheria remedy, Count Mattel's remedy, Santar's Geneva Star remedy.

These lists may be increased by the Federal Council.

For the regulation of the sale of these remedies the following rules are prescribed:

The vessels and the wrappers in which these remedies are sold must contain the name of the remedy and the name of the manufacturer; also the name of the firm where the same is sold and the price. These rules do not apply to the wholesale trade.

It is prohibited to have testimonials, advertisements, etc., appear upon the vessels or the wrappers, or to hand such matter to the purchaser separately or in any other manner.

The druggist is obliged to ascertain to what extent the rules relative to the sale of drastic remedies apply to the article sold.

The secret remedies (contained in both lists) about which the druggists cannot ascertain whether their composition is such as to permit the sale without a physician's prescription can only be sold upon a written prescription, dated and signed by a physician, dentist, or veterinary surgeon; in the latter case, however, only if the remedy is intended for animals. A repetition of the sale requires a new prescription. Remedies which can only be sold on prescriptions must bear the inscription on the vessels or the wrappers—viz.: "To dispense on physician's prescription only."

In the Kingdom of Prussia steps have been taken for regulating the sale of secret remedies in conformity with the resolutions of the Federal Council, and the first presidents of the several provinces have been instructed, after the Provincial Council has agreed to it, to issue police rules whereby public advertising of the secret remedies contained in lists A and B is prohibited after January 1, 1904.

The Government presidents of the provinces have been instructed to make all those concerned acquainted with the new regulations.

British Trade with Russia.

"There is," says the British Consul at St. Petersburg, "a steady and growing demand for foreign perfumery in spite of heavy duties and progress of the native industry, and British perfumery is held in the highest esteem. Native perfumery also shows considerable progress. The business in drugs, chemicals and perfumery is mostly in the hands of Germans, and as nearly every chemist's assistant knows German, most of the orders go to that country. Optical and physical instruments and appliances of British make should find a large sale in Russia, seeing the good business done in this branch by French and German makers. There is only one firm in St. Petersburg which deals in dental instruments and appliances of British make."

VERMONT PHARMACISTS MEET.

Annual Convention of the State Pharmaceutical Association at Burlington a Great Success—Many New Members Elected and Important Business Transacted.

(Specially reported for the American Druggist.)

Burlington, Vt., Sept. 11.—The tenth annual meeting of the Vermont State Pharmaceutical Association was held in this city September 2 and 3, and was the most successful in the history of the association. The sessions were held at the Y. M. C. A. Hall. The business of the meeting was largely transacted on Wednesday, Thursday being given over to pleasure. The gathering was called to order by the president, W. F. Root, who introduced Mayor Burke. The latter greeted the members of the association with a few happy remarks and extended to them the freedom of the city. H. C. Pierce responded for the association, thanking the Mayor for his welcome and remarking that the members would endeavor to accept of the hospitality offered.

The first business of the meeting was the election of new members. A list of 68 applicants for membership was read by Secretary W. E. Terrill, of Montpelier, and after the usual procedure they were all elected. Dr. M. J. Wiltse, director of the State Laboratory of Hygiene; Dr. B. H. Stone, bacteriologist at the State Laboratory, and Dr. D. C. Hawley, of this city, were elected honorary members.

THE PRESIDENT'S ADDRESS

was the next thing on the programme, and Mr. Root spoke in part as follows:

"Conditions vary so much in different localities that the tactics employed in one part of the State or county would be wholly out of order in another. The customs and environments of physicians differ so materially that they demand more attention and more hours in some towns than in others, and while it may be possible for us to educate our patrons to our ways and our conveniences to a certain extent, we must bring about the reformation with a great deal of discretion, or we may find ourselves endowed with the reputation of the bull that attempted to stop the express train—namely, 'Wonderful courage, mighty poor judgment.' There are many drug stores in each community, and competition is so sharp that we reach out eagerly for the side line that looks like a few dollars profit, and until we can bring about a change greater than has been wrought yet, we must continue to dabble in side lines. However, they are a perfectly honorable part of our business and go a long way toward the support of our families. There is one way, and only one, in which we can permanently improve our business conditions and professional standing, and that lies in the higher education of the pharmacist enforced by law. It may be a deplorable fact, but nevertheless it is laws that make good citizens, and it is pharmacy laws that make good pharmacists. We need laws that shall require that students present to the college of pharmacy a high school diploma and to the State board of pharmacy a diploma from the pharmaceutical college. Let us individually and as an association put ourselves on record as advocates of higher education in pharmacy; let us do this for the elevation of our profession and for trade interests as well. Therefore I charge you, gentlemen, stand by your association. 'In union there is strength.' We little know when the time may come when we shall need each other; we hope it is a long way off, and until some critical time shall come to the drug business of our State let us meet annually and extend the hand of friendship, let us become better acquainted, let us form ties that will make misfortunes of any locality a universal regret. We are to consider this year as we have in years before the advisability of joining and consequently paying assessments in the National Association of Retail Druggists. We have with us a delegate from this body, and I heartily recommend that this gentleman be given ample time to explain the workings of the N. A. R. D.

ASSOCIATION IN GOOD CIRCUMSTANCES.

The reports of the secretary and treasurer showed the association to be in a prosperous condition, both financially and in point of membership.

NEW OFFICERS.

The afternoon session was devoted to the election of officers, which resulted as follows:

President, E. C. Pierce, of Barton; vice-presidents, F. Henry Parker, of Burlington; D. R. Drown, of Barre; C. S. Wilson, of White River Junction; secretary, W. E. Terrill, of Montpelier; treasurer, G. L. Harwood, of Chester; trustees of permanent fund, F. W. Pierce, of Chester; W. E. Root, of Brattleboro; Z. D. Hopkins, of Brandon.

W. E. Terrill was elected delegate to represent the Vermont Association at the meeting of the American Pharmaceutical Association. At the close of the afternoon session the members of the association, accompanied by ladies, visited Fort Ethan Allen.

The evening session was devoted to addresses by Dr. D. C. Hawley, of Burlington; J. H. Dow, of Portland, Me.; H. J. Dane, of Northfield, and Z. B. Hopkins, of Brattleboro.

DOCTOR ADDRESSES DRUGGISTS.

Dr. Hawley spoke in part as follows:

THE BENEFITS OF THE PHARMACY LAWS.

"I wish in the first place to congratulate you upon your organization and upon the fact that you have as a result of your efforts secured a State pharmacy law which is of much value to yourselves and the people in general. The importance of the movement toward the better education of pharmacists and of the setting of a standard of qualifications cannot be overestimated. The time was when people believed they had an inborn right to purchase their drug supplies and to secure medical attendance where they pleased and of whom they preferred. But, happily through your efforts and that of the medical profession, they have been brought to see the fallacy of this position and by proper laws to set a standard of requirements which insures that the prescribing and dispensing of drugs shall be placed in the hands only of persons properly and legally qualified. The State wisely has undertaken the control of popular education, and to-day the health of the people, or the public health, is becoming one of the first subjects of governmental concern.

THE VALUE OF ORGANIZATION.

"In nearly every department of activity, organization is the order of the day. Such organization is for the purposes of mutual improvement and betterment, and for the advancement of the common interests of those engaged in like pursuits, whether of a professional or business nature. Organization is no doubt primarily founded in selfish interests, but when it is established and conducted in an intelligent spirit of fairness, the good of the few in the majority of cases eventuates in the greater good to the greater number. In other words, organization under proper restraints results in improvement in methods, elevation of standards and increased general utility, whether it be among the professional, business or labor classes.

"Organization in your profession cannot but result in improved conditions for yourselves, both as regards professional qualifications and business methods, while it is of unquestionable value to the public by insuring the quality of service it is to receive.

A SUGGESTED FIELD OF ACTIVITY.

"In the handling and dispensing of drugs the grade of the materials used should be the best and the quality of the service rendered the most skillful. This the public has a right to demand, and if it does not secure it, the fault is all its own in not making and enforcing proper laws. Your association and many of its members individually have been first and foremost in procuring State legislation looking to improvement along the lines I have indicated. Permit me to suggest that there is still opportunity for further activity and work ahead for your Committee on Legislation.

NEED OF AN ANTI-NARCOTIC LAW.

"You could render to your fellow-men in the State of Vermont no greater service than to secure at an early date the passage of a legislative enactment prohibiting the sale, except upon a physician's written prescription, of opium, morphine, cocaine and other narcotic and poisonous drugs. Further, a pure food and drug law is a public need, and I wish that your association might put its hand to the plow and never look back until the same were engrossed among our legislative acts.

THE MUTUAL INTERESTS OF MEDICINE AND PHARMACY.

"The interests of the medical profession and of the profession of pharmacy are necessarily closely related, and it is of vital importance that harmony and a mutual understanding of conditions exist. While many changes have taken place in the past few years and new conditions have arisen which to a considerable extent have decreased the dependence of the one upon the other, at the same time pharmacy must continue to be the handmaid of medicine.

TOO MUCH DEPENDENCE OFTEN PLACED UPON DRUGS.

"However wise the physician may become in prescribing for diseased conditions and likewise skillful the pharmacist in compounding and dispensing remedies, a grave error is often committed in depending too exclusively upon the administration of drugs for the prevention and cure of disease.

"You are no doubt aware of the fact that there are at best hardly a half dozen drugs which can be set down as specifics. There are likewise few diseases indeed which the physician with the aid of the pharmacist's skill is able to cure. The tendency of the times is, I believe, toward a much too free use of drugs and the paying of too little attention to more rational methods in combating disease. It is a fact probably known to all of you that measles, scarlet fever, diphtheria, typhoid fever, tuberculosis, and a large number of other diseases are preventable and that, once established, they run a specific course. The great desideratum is therefore prevention. The course and virulence of diphtheria is mitigated and many hundreds of lives have been saved by antitoxin. Typhoid fever runs a well defined course, the severity of which may no doubt be lessened by proper treatment in which drugs play a very unimportant rôle.

"We now know that the great white plague, tuberculosis, may be cured in its early stages, but the least important part of the treatment is drug administration. Fresh air, a clean and healthy diet, and the prevention of further infection, and not drugs, are the key to success in the cure of tuberculosis.

"While the relations of the physician and pharmacist have materially changed during the past years, the latter fills, as always, an important position. Although the old condition of the pharmacist serving principally as the compounder of the physician's prescriptions may not again attain, still the pharmacist will continue an all important factor in the scientific compounding and dispensing of drugs.

BENEFITS OF ASSOCIATION WORK.

"Gentlemen, I thank you for your attention. I trust your deliberations may be both pleasant and profitable, and that your association may grow in numbers and influence. Every pharmacist in the State owes it to himself and to the community in which he resides to seek affiliation with the association, and the association should see to it that its meetings and its work are so profitable that none can afford to remain outside.

"While the scientific work of the association is of much importance, its social advantages should not be overlooked, and I believe I am correct in saying that two days spent in renewing old and in forming new acquaintances, in rubbing off the rough corners, in comparing notes, and in gaining respite from the routine of daily work and responsibilities, will result in your returning to your various fields of labor better, happier, and broader men."

The evening's session was brought to a close with several interesting papers. J. H. Dow presented a valuable study of the vanilla bean, and described its method of cultivation, the different varieties of commerce and their pharmaceutical uses, together with formulas. This paper is printed elsewhere in this issue. Other papers were read by J. H. Dane and Z. B. Hopkins, after which the members of the association were invited to the rooms of the Algonquin and Ethan Allen clubs, the two most prominent clubs in the city, for a social hour.

Friday was devoted entirely to pleasure. During the morning the ladies accompanying the members of the association were given a carriage ride about the city. In the afternoon the party, numbering nearly 200, boarded the steamer "Maquam," as the guests of the Burlington Druggists' Association, and enjoyed a sail down Lake Champlain. The boat touched at Bluff Point, where dinner was served at the Hotel Champlain. On the return home resolutions expressing the thanks of the association to the Burlington druggists were presented.

The place at which the next annual meeting of the association will be held has not yet been decided. There is a movement to make Burlington the regular meeting place, but no decision has been reached, the question being left in the hands of a committee.

Washington State Pharmaceutical Association.

The members of the Washington State Pharmaceutical Association embarked on the steamer "Queen" at Seattle on July 19 and spent three days in convention while the steamer was making a trip around Puget Sound. Stops were made at Tacoma, Everett, Anacortes, Vancouver, B. C., and at Whatcom. The attendance was large, and the session was voted the most instructive and enjoyable ever convened during the 14 years of the association's existence. In the three days on the water the usually pale faced druggists acquired such a coat of tan and sunburn as to make it difficult to recognize them as the same individuals who had so gayly set out only three days before. The following officers were elected: President, U. G. Wynkoop, of Tacoma; first vice-president, H. S. Ellwood, of

Ellensburg; second vice-president, W. R. Pratt, of Everett; third vice-president, John Evans, of Aberdeen; secretary, W. P. Bonney, of Tacoma; treasurer, Frank Scully, of Spokane. Executive Committee: President Wynkoop, Secretary Bonney and Treasurer Scully, of Spokane, ex-officio members, and L. U. Satterlee, P. Jensen, and J. Korn, of Tacoma; Dr. Bolink and James Lee, of Seattle; H. S. Ellwood, of Ellensburg; H. Hardy, of Everett; J. W. McArthur, of Spokane, and W. R. Pratt, of Everett.

Wisconsin Pharmaceutical Association.

The annual meeting of the Wisconsin Pharmaceutical Association closed at Waupaca on September 3 with the election of the following officers: President, J. M. Farnsworth, Beloit; first vice-president, H. L. Schultz, Milwaukee; second vice-president, Frederick Ellwess, Neenah; secretary, Henry Rollaman, Chilton; treasurer, W. P. Clark, Milton; State representative, John Weber, Milwaukee; local secretary, E. J. Huber, Fond du Lac.

Resolutions were passed reaffirming the allegiance of the State Association to the N. A. R. D., and requesting the reduction of the international revenue tax on alcohol. Fond du Lac was selected as the next meeting place.

Kansas State Board of Pharmacy.

Twenty applicants took the examination of the Kansas State Board of Pharmacy at Concordia on August 26. The successful applicants were: J. M. Reynolds, Parsons; C. C. Stillman, Morganville; Fred. D. Potter, Republic City; Jos. H. Hilton, Cottonwood Falls; Robt. G. Draper, Greeley; A. L. Wells, Neodesha; Ernest Rose, Emporia; C. T. Hamilton, Iola; Geo. E. Grimes, Severy; R. P. Briggs, Garnett.

The next meeting of the board will be held at Wichita November 18, 1903.

Louisiana Board of Pharmacy.

At the August meeting of the Louisiana Board of Pharmacy, in New Orleans, 24 applicants presented themselves for examination, of which the following were admitted to registration: Registered pharmacists, Dr. T. A. Klebes, New Orleans; H. W. Holt, New Orleans. Qualified assistants, R. H. Mores, New Orleans; E. W. Welsh, New Orleans; W. J. Wendt, New Orleans.

The next meeting of the board for examination will be held in New Orleans on November 6, and blank applications can be obtained by addressing the secretary, F. C. Godbold, New Orleans.

A New School of Pharmacy in Georgia.

The University of Georgia Bulletin announcing the provisions for the school of pharmacy has just been issued, and gives the prospectus of the new department authorized by the Board of Trustees at their recent session in Athens, Ga. The first session of this department will begin September 16. The time required for graduation is two years. The fees are \$87.50 for the first year and \$85 for the second year.

An Anti-Trading Stamp Law.

The following is the text of a law enacted by the Massachusetts Legislature this year:

AN ACT TO PROHIBIT THE SALE OR DISTRIBUTION OF TRADING STAMPS, CHECKS, COUPONS OR SIMILAR DEVICES.

Be enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same as follows:

SECTION 1. No person, firm or corporation shall, in connection with the sale of any article or any merchandise whatsoever, sell, give or deliver any trading stamp, checks, coupons or similar devices to be exchanged for, or to be redeemed by the giving of, any indefinite or undescribed article, the nature and value of which are not stated, or to be exchanged for, or to be redeemed by the giving of, any article not distinctly bargained for at the time when such trading stamps or other devices as aforesaid were sold, given or delivered.

SEC. 2. Whoever violates any provision of this act shall for each offense pay a fine of not less than ten nor more than fifty dollars.

SEC. 3. This act shall take effect on the first day of October in the year nineteen hundred and three. [Approved May 26, 1903.]

Obituary.

ROBERT STEVENSON.

Robert Stevenson, one of Chicago's pioneer wholesale druggists who was at the head of the drug house bearing his name, died suddenly August 22 while visiting at the home of James L. Colville, at 1437 West Madison street, Chicago. Mr. Stevenson was a victim of heart trouble. Two of his sons, Charles and James, reached him before his death. Mr. Stevenson was 65 years old and had lived in Chicago two-thirds of his life. He was formerly associated in business with Peter Van Schaack.

Notes.

Prof. John Uri Lloyd is mourning the death of his mother, Mrs. Sophia Webster Lloyd, who passed away at the home of her son in Cincinnati, on August 17, at the age of 83.

Robert Bucklin, secretary and office manager of the patent medicine firm of H. E. Bucklin & Co., died August 30 at the home of his mother, 4810 Champlain avenue, Chicago. He had been in business in Chicago five years.

Syd. H. Carragan, head of the traveling staff of the Eastern branch of Parke, Davis & Co., has suffered a great loss in the death of his aged mother, who passed away at her home in Saratoga Springs, N. Y., on August 29.

Joseph Mendelson, of the Eisner & Mendelson Company, died on Tuesday, August 18, 1903, at Far Rockaway, L. I., aged 51 years. Mr. Mendelson had been a member of the Eisner & Mendelson Company for about twenty years, and was well and favorably known in the drug and allied trades.

Died.

ALLEN.—In Wichita, Kansas, on Monday, August 17, J. P. Allen, in the sixty-fifth year of his age.

ALPERS.—In Bayonne, N. J., on Tuesday, August 18, Mrs. William C. Alpers, in the fifty-first year of her age.

IRELAND.—In Baltimore, Md., on Wednesday, August 26, Frank G. Ireland.

LOYD.—In Cincinnati, Ohio, on Monday, August 17, Mrs. Sophia Webster Lloyd, mother of Prof. J. U. Lloyd, in the eighty-third year of her age.

NELSON.—In Newark, N. J., on Sunday, August 23, George W. Nelson, in the fifty-first year of his age.

ROBINSON.—In Lexington, Ky., on Tuesday, August 25, H. T. Robinson, of Georgetown.

STEVENSON.—In Chicago, Ill., Saturday, August 22, Robert Stevenson, president of the wholesale drug firm of Robert Stevenson & Co., in the seventieth year of his age.

WOOD.—In Richmond, Va., on Sunday, August 23d, Dr. Jackson B. Wood, in the eighty-seventh year of his age.

Indianapolis Drug Houses.

THE A. KIEFER DRUG COMPANY, OF INDIANAPOLIS,

had their beginning in 1863 as an exclusively wholesale house under the firm name of Daily, Kiefer & Rush. Mr. Kiefer, now 75 years old, clear in judgment and active as a business man, is the head of a company composed of younger men. He gives personal supervision to his trade, and is at his store every day. This house have in their traveling force Michael P. Lynch, who has been with Mr. Kiefer continuously for 36 years, and though now 58 years old he holds the record as one of the best salesmen on the road.

The youngest of the wholesale drug houses of Indianapolis,

THE MOONEY-MILLER DRUG COMPANY,

formerly bore the name of the Indianapolis Drug Company, and were established 11 years ago. Every man in the company is a practical druggist and a worker, and has the satisfaction of building up trade by individual effort.

Three of these houses, the Mooney-Miller Drug Company, the A. Kiefer Drug Company and the Daniel Stewart Drug Company, carry cigars as a side line, and in this they have built up a great trade. The Daniel Stewart Drug Company also have plate glass as a specialty, and control the output of one of Indiana's great plate glass factories located in the gas region. These four houses have a total of 45 commercial travelers to present their merits to the trade.

GREATER NEW YORK

Marcus F. Bender, the well-known West Fourteenth street druggist, has been taking a vacation at Lake George.

Dudley T. Larimore, of Fifth avenue, has been sojourning at Plattsburg.

John L. and Major J. J. Riker, of the J. L. & D. S. Riker Company, have returned from Europe.

Manager Harry Noonan, of the local office of the Norwich Pharmacal Company, has been spending his vacation at Chango Lake.

M. J. Kantrowitz, former secretary of the N. Y. R. D. A., will move from No. 81 to No. 82 East 115th street. The new location is just across the street from his old store.

Ernest Stauffen, secretary-treasurer and general manager of Sharp & Dohme, has returned from a trip of several weeks in Europe.

A new pharmacy has been opened at 122d street and Seventh avenue by David Weisberg, proprietor, of 461 Amsterdam avenue, and his former clerk, V. Sapero.

P. C. Magnus, of Magnus & Lauer, essential oils, has returned from his Canadian business trip with a fine lot of orders and a record of numerous desirable new connections.

Jesse L. Hopkins, of J. L. Hopkins & Co., and John M. Peters, of W. J. Matheson & Co., Limited, had a very pleasant outing with their families in the White Mountains.

R. Burkhardt, the well-known Brooklyn druggist at Broadway and Greene avenue, will sail to-morrow for an extended trip through Switzerland and Germany.

Theodore H. Sherwood, head of the fancy goods department of McKesson & Robbins, went to Minnewaska, in the Catskills, for his vacation. H. G. Shaw, of the same firm, went on a business and pleasure trip to Providence recently.

John A. Stevens, vice-president of the National Lead Company, feels much improved from his vacation on his Maine farm. W. W. Lawrence, treasurer of the same firm, is now enjoying a trip abroad, accompanied by his mother and sister.

C. E. Vetter has sold his drug store at No. 1766 Madison avenue to M. T. Cooper & Co., and has retired from the drug business to take up real estate and building in Richmond Hill, Long Island.

The Union Wholesale Company's schedules in bankruptcy include the following creditors: Charles Pfizer & Co., manufacturing chemists, \$180.23; Dodge & Olcott, essential oils, \$120; W. S. Gray, wood alcohol, \$233.25, and Antoine Chiris, \$409.22.

H. E. L. Lack, who for the past two years has taken care of J. Ellwood Lee Company's interests with the drug trade of Greater New York, has been called to the home office of the same concern to devote his attention to the publicity department.

Dr. H. M. Seem, manager of the New York branch of Sharp & Dohme, has resumed his duties after a restful vacation spent mostly at his Bayside, L. I., home. The manager of the traveling department, John F. Sprague, has been visiting at his old home in Morganton, N. C.

Well tanned and well stocked with true fish stories, Alfred H. Kennedy, of the C. N. Crittenton Company, is back from a cruise on the St. Lawrence. F. B. Waterman, second vice-president and secretary of the same firm, is likewise back at work after a pleasant vacation. William A. Demarest, also of that firm, went to his summer home at Allenville, Ulster County, for a rest. He returned to New York to recuperate.

Robert E. Lane, well known in connection with numerous cigar stands throughout the city, is the proprietor of a new drug store in the arcade of the Empire Building, No. 71 Broadway. The store is located near the Rector street entrance. It is in charge of C. E. Carritte, formerly manager of the Johnston Drug Company, of Twenty-fifth street and Third avenue.

A. W. Preston, the well-known Ballard, Wash., druggist, has recently returned from an enjoyable vacation in southeastern Alaska. During his trip he visited the principal towns of the territory and several well-known mining districts. His vaca-

tion included a 1,000-mile sail among the thousands of islands which dot the coast, among some of the most magnificent scenery in the world.

Among the "notables" at Saratoga Springs during the season just closed was W. R. Mandelbaum, the well-known and popular local representative of the Wm. S. Merrell Chemical Company, Cincinnati. "Mandy," as he is affectionately called by his friends, enjoyed his vacation there in the company of his wife and his sister-in-law.

William Weltewitz, proprietor of the pharmacy at 110 First avenue, was arrested on September 3 charged by inspectors of the New York State Medical Association with having practiced medicine without a license. An adjournment was granted until September 8, and Weltewitz was paroled in his own recognizance to procure bail. When his case was called the magistrate was informed that the defendant was dead, having committed suicide three days earlier.

Caswell A. Mayo, editor of the *AMERICAN DRUGGIST*, is certainly a wonder. While a session is in progress, and half a dozen members are excitedly talking at the same time, Mayo takes notes of the debate with his left hand, writes them out for the printer with his right hand, and without stopping an instant, or even looking up from his work, orders the messenger boy to take the "copy" and have it sent into the office under special delivery postage. When we get home from the convention we find a copy of the *AMERICAN DRUGGIST* on our table containing a full report of the meeting!—*The Bulletin of Pharmacy*, for September.

The attendance at the regular monthly meeting of the Kings County Pharmaceutical Society on September 8 was very limited, and beyond acting upon the resignation of Dr. Frederick P. Tuthill from the secretaryship and electing Andrew L. Hegeman, of Bath Beach, as his successor, little business of importance was transacted. Dr. Tuthill has been promoted to the faculty of the Brooklyn College of Pharmacy, taking the professorship made vacant by the death of Dr. John F. Golding. Dr. Tuthill is well and favorably known as a member of the traveling force of Parke, Davis & Co., and he has been for a number of years one of the most efficient and successful worker in the Kings County Pharmaceutical Society.

Among the visitors to the down town drug trade recently were Alexander Campbell, of Winnipeg, Canada; George T. Miller, of Pantin & White, Duluth, Minn.; T. M. Benjamin, of M. F. Benjamin Sons, Riverhead, L. I.; S. A. Grove, of Buffalo; W. B. Duryea, of Duryea & Johnson, Freehold, N. J.; C. M. Shivers, of Albany, Ga.; Peter Lance, of William R. Warner & Co.; W. B. Davis, of Madison, Fla.; Frank Henry, of the Williams Mfg. Company, Cleveland, Ohio; Jos. Emmert, of Freeport, Ill.; Chas. C. Goodwin, of the Eastern Drug Company, Boston; J. D. Holloway, of East Liverpool, Ohio; Geo. S. Campbell, of Summit, N. J.; Charles Weller, of the Richardson Drug Company, Omaha.

The Brooklyn Consolidated Drug Company are now in active business and the prospects so far are very encouraging. The charter has been secured, officers duly elected, and the warehouse which adjoins John G. Wischerth's pharmacy at No. 1026 Bedford avenue, Brooklyn, has been renovated and put in shape for the use of the company. Buying has already begun and the business details are in charge of Mr. Wischerth. Following are the officers: President, William C. Anderson; vice-president, Thomas J. France; secretary, C. Dyna; treasurer, John G. Wischerth; directors, Julius Neergaard, A. E. Marsland, W. C. Anderson, J. H. Rehfuß, R. J. Owens, T. J. France, Joseph J. Better, Henry J. Scheidt, Jared L. House, John B. Mill, Emil F. Wagner and Henry J. Krembs. The company are capitalized at \$10,000.

M. J. Breitenbach, president of the M. J. Breitenbach Company, New York, has returned from Europe, where he has been spending a few weeks on matters connected with his growing business. Except for a brief run across the frontier into Austria, he did not leave Germany during his entire stay abroad. Mr. Breitenbach was a fellow passenger on the "Kronprinz Wilhelm" with Prof. Adolf Lorenz, the celebrated Viennese surgeon, and he struck up a warm intimacy with him. Mr. Breitenbach tried to induce Professor Lorenz to establish himself in practice in New York, but he did not meet with any success. Under the guidance of the chief engineer of the steamship and in company with Mr. Breitenbach, who arranged for it, Professor Lorenz made a complete inspection of the workings of the ship's machinery before the vessel reached Plymouth.

John J. Molloy, of McKesson & Robbins' country sales department, returned to his desk last week after a vacation period

spent pleasantly at Jamesport, N. Y. Mr. Molloy is an enthusiastic fisherman and made a record capture, winning the prize for the largest catch made by the party of which he was a member, but he declines to go into particulars regarding his exploits. As a labor-saving device he has instead had a card printed which he hands out to people who approach him for news of his outing. The card bears the following lines:

Yes, I'm back.
Yes, I had a good time.
Yes, I caught a lot of fish.
Yes, the mosquitoes are bad down there.
Yes, I enjoyed the bathing.
Yes, I gained ten pounds.
Yes, I feel much improved.
Yes, I'm proud of it.
Yes, I'm glad to be back at work again.
Thank you, thank you, thank you.

QUEEN WILHELMINA HONORS MR. PLANTEN.

John R. Planten, of the firm of H. Planten & Sons, the well-known capsule manufacturers, has had the distinction bestowed upon him of being made a Commander of the Order of Orange-Nassau in recognition of his services as Consul-General of the Netherlands at New York. Mr. Planten has been Consul-General since the year 1883 and was Vice-Consul for ten years. If the consuls at New York were organized as a body he would be the dean of the consular corps, but the consuls are rarely seen together.

Mr. Planten was born in Amsterdam in 1835 and came to the United States when he was thirteen years of age. Some years ago he was made an officer of the Order of Orange-Nassau, and has now been advanced to a higher class. The order was founded in 1892 by the Queen Regent Emma, in the name of the Queen. The insignia is a handsome decoration in blue and gold, surmounted by a golden crown and suspended from a red, white and blue ribbon, with a central medallion bearing a lion rampant and the motto "I Will Maintain."

BROADWAY'S LITTLE CUT-RATE WAR.

The bitter cut-rate war that has been raging for some time among the leading down-town druggists is still on, though some of the reckless tactics employed at one time, such as actually giving away Peruna with Bland's Iron Pills, have been abandoned—temporarily at least. The "war" is being waged on the one side by the Broadway Drug Company, a comparatively new arrival in that section, and the older firms, such as Milhaus and Hegeman. The latter insist that M. L. Ugasch, of the Broadway Drug Company, started the fight, and they declare they stand ready to "go him one better," or more if necessary, whenever he makes a cut. The Broadway Drug Company is located just a few doors below Milhaus. Both concerns have the front of their stores and windows placarded with cut rates and special inducements, besides long lists of articles on which the main drive is being made. Peruna has been a special mark; it is now down to 57 cents. Here are some of the prices of each: Milhaus—Listerine, 59 cents; Hoods's Sarsaparilla, 58 cents; Carter's Little Liver Pills, 12 cents; Omega Oil, 33 cents; Coke Dandruff Cure, 52 cents; Pinkham's Pills, 14 cents; Greene's Nervura, 65 cents; Ozomulsion, 65 cents; Tarrant's Aperient, 65 cents; Paine's Celery Compound, 65 cents; Castoria, 19 cents.

Broadway Drug Company—Pond's Extract, 33 cents; Williams' Shaving Soap, 5 cents; Celery Compound, 59 cents; Pear's Soap, 10 cents; Dr. Parker's Sarsaparilla, 59 cents; Little Liver Pills, 9 cents; Pepto Mangan Solution, 50 cents; Laxative Bromo Quinine, 11 cents; Listerine, 59 cents; Men-nen's Talcum Powder, 12 cents.

DR. JEWETT REFUSES TO TAKE THE OATH OF OFFICE.

Dr. Jewett, examiner of drugs, chemicals, etc., at the Public Stores, has refused to again take the oath of office and be reinstated. Jewett, it will be recalled, was summarily dismissed from the customs service, but his removal led to so many protests by prominent chemical and dyestuff firms, on the ground that his dismissal was not only illegal, but would be very detrimental to importers, that the Treasury Department issued instructions that he be reinstated, the idea seemingly being to then dismiss him in strict compliance with civil service rules, which was not done in the first instance. Jewett, however, has refused to take another oath of office; it is claimed he was improperly dismissed and therefore is still in the service. Just what action will now be taken by Secretary Shaw in the matter remains to be seen. The case is of considerable importance, not only because it directly concerns all importing drug and chemical houses, but because of the principle involved.

BOARD OF PHARMACY ACTIVE.

Inspection Work Being Carried on Vigorously—Violators Discovered and Fined in Large Numbers—Activity of the New Secretary—Specific Instances of Violations of Pharmacy Law.

THE New York State Board of Pharmacy is carrying on a most vigorous inspection of pharmacists in this section, and is fast running down druggists who violate the State Pharmacy law. Since Charles S. Erb became a member of and secretary of the Eastern branch he has personally visited over 400 stores; besides, the board's inspectors are waging a most active campaign. The inspection is not confined to drug stores. Pharmacists have often complained of flagrant violations of the law by grocers, paint stores and others, and have criticised the board for not getting after all such cases. The board has all along given more attention to the latter than is generally known; much of the work has been done in a quiet, though no less effectual, manner. Many fines have been imposed and collected recently as a result of the board's crusade; in other instances where druggists have not complied with the law, but indications pointed to no wilful violation, the board has simply warned them against a continuance of the practice and will keep a close watch to see that the warning is heeded. Pharmacists quite generally in this section are coming to realize that the board means business and conditions in the retail trade, so far as observing the law is concerned, are steadily improving.

Secretary Erb talked freely with a representative of the AMERICAN DRUGGIST the other day on the work of the board in this direction. He called particular attention to the fact that the board is protecting pharmacists not only from unscrupulous members of the profession, but also against outsiders, such as grocers, paint stores and others. Many grocers have been caught selling quinine pills, seidlitz powders, paregoric, etc., while paint stores have been trafficking illegally in carbolic acid and oxalic acid. In such case the fine of \$50 has been imposed.

ILLEGAL USE OF WOOD ALCOHOL.

Notwithstanding all that has been said and written about the improper use of wood alcohol in pharmaceutical preparations, the board within the last few weeks has found no less than 100 cases where this article has been used in violation of the law. In many instances it has been proven that the proprietors used wood alcohol in making tinctures, etc., for internal use, through ignorance, having been under the impression, apparently, that they were doing nothing but what would be sanctioned by the board, if they gave the matter any thought at all. Other cases were clearly "up to" the proprietors.

PROSECUTIONS FOR FAILURE TO PROPERLY LABEL POISONS.

The board has collected a very large sum in fines on sales of morphine tablets, the packages of which did not bear a poison label. Not all of the cases against pharmacists for this violation were pushed, but it is understood that the amounts actually collected approximated \$2000. The trouble which arose over the labeling of packages of morphine tablets and the like by manufacturers is all settled. The manufacturers now label all such articles as poison. The board held that they were required to do this under the law, and the manufacturers after conferences with the board, decided to comply with this view of the matter. Preparations which contain poison of any description to an extent that if taken in certain quantities it would be deleterious to health, have to be labeled accordingly. This, however, does not in any way relieve the retailer from responsibility; the law requires him to see that all poisons sold to customers bear a poison label, and he is obliged to keep a record of all sales.

The board has discovered that a great many retail druggists are selling tablets of corrosive sublimate without poison labels, which is in direct violation of law.

PROPRIETORS MUST DISPLAY THEIR NAMES.

Mr. Erb said that many druggists still seem to misunderstand the law's requirements as to displaying the owner's name conspicuously on the premises. There are all sorts of ways in which the law is "complied with" or violated. For instance, some places have been found where the name of the owner appears in an obscure place and in such fine letters as to be hardly discernible; other places bear the name of the "manager," not the owner or proprietor, while still others have no name displayed at all. Then again, it has been found that a store has changed hands, but the new owner or proprietor continues to use the old labels. All this trouble, however, is being rapidly straightened out.

CASES OF ADULTERATION

have also been discovered—that is, certain drugs and preparations have not been up to standard. Seidlitz powders have been sampled which have been short weight and have contained an excess of sodium bicarbonate, which makes the powder more effervescent. The standard or pharmacopoeial formula calls for 31 grams sodium bicarbonate, 27 grams tartaric acid and 98 grams potassium and sodium tartrate for 12 powders.

Instead of citrate of magnesia a considerable quantity of epsom salts or effervescent sulphate of soda has been sold. There is no harm in selling the latter, but the trouble is that the article has not been correctly labeled, and the board has been probing all such irregularities.

CHARTER PROVISIONS VIOLATED?

Certain Changes in the Constitution of the Manhattan Pharmaceutical Association Appear to Violate Its Charter of Incorporation—Legality of Its Recent Acts Now in Question—May Affect Standing of Board of Pharmacy Members Who Owe Their Election to the Association.

Is the Manhattan Pharmaceutical Association being conducted legally, and can any incorporated body like the Manhattan legally make changes in its constitution, which openly violate explicit provisions in its charter? These are questions that are being asked by some of the members of the organization, and the matter may be brought up for discussion in the near future.

The Manhattan Pharmaceutical Association was incorporated under the laws of this State in March, 1899, the incorporators being Clarence O. Bigelow, Wm. M. Massey, Reuben R. Smith, Wm. H. Ebbitt, John C. Denner, Thomas J. Keenan, Walter E. Faber, J. E. Branigan, Z. T. Benson, Arthur C. Seales, J. R. Caswell, Chas. S. Erb, L. F. W. Selfert, Chas. H. Chumar, Chas. A. Osmun, Frederick Bague, M. F. Schlesinger and Chas. L. Finch. Section 2 of the articles of incorporation states:

"The particular business and objects of said association shall be to hold meetings at such times and places within the borough of Manhattan, as such association, in its corporate capacity, may designate, in conformity with constitution of said association, for the purpose of considering and discussing the commercial and legislative interests of the registered pharmacists of the boroughs of Manhattan and the Bronx, with the view of bringing about concert of action among them in order that the growth of customs that are contrary to good policy and sound business principles may be prevented."

Section 4 provides: "The number of trustees, directors or managers to manage said association, shall be 21—namely, one president, three vice-presidents, one secretary, one treasurer and 15 managers, in addition to said officers."

A prominent member of the association said the other day: "There are certain provisions of its charter which the association is totally ignoring and has been ignoring for some time past. For instance, the charter requires that there shall be a board of managers, consisting of 15 members. The association has no such Board of Managers, and in this respect is not complying with the articles of incorporation. The latter call for three vice-presidents. The association has only two vice-presidents. Furthermore, the charter says the association 'shall meet for the purpose of considering and discussing the commercial and legislative needs of the registered pharmacists of the boroughs of Manhattan and the Bronx, with the view of bringing about concert of action among them.' It would appear from this that the membership of the association should be confined to registered pharmacists in the boroughs named; however, the constitution has been amended so that any registered pharmacist in the eastern section of the State (the division made by the All-State Pharmacy Law) who is of good moral character and professional standing, is eligible to membership.

"Other changes have been made in the constitution since the association was first formed, but those I have mentioned are the ones which conflict with the plain requirements of the charter."

The original constitution, so far as officers are concerned, complied with the articles of incorporation. Besides a president, three vice-presidents, a secretary and treasurer, provision was made for an Executive Committee of 15 members, "the term of office of five members of this committee shall expire in 1900, five in 1901 and five in 1902. At the annual meeting each year five members shall be elected to fill vacancies." The pres-

ent constitution provides that the officers "shall consist of a president, two vice-presidents, a secretary and a treasurer, to be elected by ballot at the annual meeting. Their terms of office shall be for one year, or until their successors have been elected."

The association has five standing committees, but these can hardly be looked upon as taking the place of the Board of Managers required by the charter. The committees are Committee on Legislation, Committee on Finance, Committee on Grievances, Committee on Trade Interests and a Committee on Entertainment.

WESTERN NEW YORK.

The Season Virtually a Failure—Delegates Named for N. A. R. D. Convention—Milk Dealer Fined for Using Formaldehyde as a Milk Preservative.

(From our Regular Correspondent.)

Buffalo, September 11.—It will have to be confessed that the summer has come and gone and the opportunity of the druggist, so far as Buffalo is concerned, at least, is gone with it. The failure to come up to expectations is mainly due to the weather, which has been anything but favorable to the chance trade that goes so largely to making up the profits in the business. August was looked to as a possible restorer of the lost balance, but it turned rainy and proved the worst month of the so-called warm season, which has been a name and not much else for the most part.

SMALL ATTENDANCE AT ERIE COUNTY ASSOCIATION MEETING.

The Erie County Pharmaceutical Association obtained so small an attendance on the annual meeting day that most of the business, including the election, was postponed to a special meeting to be held September 28. It being necessary to take action on the delegation to be sent to the N. A. R. D. convention in Washington, October 5, President Grove and ex-President J. A. Lockie were named as representatives. R. H. Smither will also attend as a representative of the State Association. It is hardly expected that the delegation will be enlarged by voluntary members of the drug trade.

FINED FOR USING FORMALDEHYDE AS A PRESERVATIVE.

An occurrence that is of especial interest to the drug trade was the arrest and fining to the amount of \$50 of a Buffalo milkman for selling cream into which he had put formaldehyde to keep it sweet. He was straightforward enough or sufficiently frightened to admit the charge. The circumstance appears to have stirred up the authorities, city and county, to greater vigilance, and it is promised that certain other users of the preservative will be brought up also, and it will be a matter of special leniency if some of them do not go to jail for the offense. While the Buffalo public is pleased to find that the authorities are something alive to the situation, it looks a good deal like locking the stable after the horse is stolen, for the excuse for using this drug on either meats or milk is about past for the year.

THE TEMPTATION TO USE PRESERVATIVES.

A case coming under your correspondent's direct notice shows the great need of surveillance in regard to the use of injurious drugs. While stopping in a large village in the vicinity of Buffalo during a warm week of summer a lady bought some cream for coffee. She left it standing in a bottle and forgot that it was in a sunny window. On going after it two or three days later and supposing that it was in the last stages of acidity, she found that though it had changed in appearance, it was still sweet. From this it will also be seen how great is the temptation to use preservatives and what a "saving" they are to the dealer in certain foods.

DRUGGISTS' KNIGHT TEMPLARS.

The late State Conclave of Knights Templars in Buffalo again brings out the fact that there are many druggist members of that body. Among the Buffalonians are H. J. Dimond, W. C. Dambach, C. N. Riggs, George Reimann and G. H. Thompson. The druggist visitors included Judson B. Todd, of Ithaca; O. S. Beach, of Owego; John C. Krieger, of Salamanca; W. W. Palmeter, of Jamestown; R. J. Strausenberg, of Rochester.

THOMAS STODDART DECLINES AN IMPORTANT NOMINATION.

The determination of certain Buffalo druggists not to neglect their business for politics is shown by the declination of Thomas Stoddart to take the nomination for City Treasurer.

It is said that the chances are that Councilman Stoddart will be nominated without his consent, with the idea that he will not further decline.

Cattaraugus has lost the handsome and up to date pharmacy of Oliver E. Dake, and the good citizens of that town his genial and winning personality, for Mr. Dake has moved himself and belongings to Springville. Mr. Dake is a graduate of the Buffalo College of Pharmacy, and has won success in his calling.

WITH THE TRAVELING SALESMEN.

L. E. Treat, long the able traveling salesman for the red cross house of Johnson & Johnson, was with us the last week in August and departed with the usual amount of good orders.

D. L. Kennedy, on the road for the many brush specialties of the Martin & Bowne Company, took in the Buffalo territory last month and will find it profitable as usual to come again.

Shipkoff & Co. send us Theodore Shipkoff, of the firm, with a most agreeable outfit of samples from their stock of oil of rose, which he is finding an easy seller these days.

J. B. Gemill, looking after the interests of McCormick & Co., of Baltimore, was in the city a short time ago and made some good sales from the firm's long list of druggists' specialties.

F. E. Clapp covered this territory lately, selling absorbent cotton and gauze for the Lewis Batting Company, of Walpole, Mass., and appears to have driven a good business.

The elastic garments of Walter F. Ware, of Philadelphia, went still further into use lately on account of the week's visit of Henry A. Haines, the regular salesman for this territory.

About the end of August comes into the Buffalo field again H. P. Smith, who is the regular handler of the gum and vanilla beans for the New York house of Thurston & Braidrich.

E. Bensinger, who looks after the sponge and chamols department of the Philadelphia business of the Smith, Kline & French Company, arrived in Buffalo from Rochester about the middle of August, and proceeded to look after his retail trade.

J. M. Fly, with a quiver full of clinical thermometers, anti-toxin syringes, physicians' bags, etc., went the city round a few days ago in the interest of Beckton, Dickinson & Co., and made some good sales.

Frank C. Davis, who represents Wallace & Co. in the sale of jujubes and other specialties of the house, spent the last of August in Buffalo and was easily able to drive a good business.

The thermometer trade of the Taylor Brothers Company of Rochester went up above 90 degrees in the shade late in August on the arrival of the regular representative of the company, George O. Smith.

Great Chemical Trust Projected.

Much interest is manifested in local drug circles in the announcement that a company have been organized by John D. Rockefeller, having for their object the control of all chemical plants in the country and the establishment of new factories in large trade centers. The name of the new trust is given as the Ava Chemical Company. Very little information has been obtainable regarding the new company, and some members of the trade are inclined to doubt that a combine of "all the chemical plants" is either contemplated or probable. William Street, secretary of the company, is quoted as saying:

"The large number of factories which the company will have are made necessary by the fact that in certain preparations which we will make there will be used chemical combinations which will deteriorate in strength and quality soon after being manufactured. It will therefore be necessary to have a factory wherever the company will have a station for the sale of their product, and a central factory will be impossible. The plants will be located at advantageous points in States where we will sell our products. We shall begin to establish plants in the near future."

The store of Frederick W. Mayo at 171 to 173 Sixth street, Memphis, receives a flattering notice in a recent issue of a Memphis daily. Mr. Mayo is a graduate of the University of Wisconsin and the Chicago College of Pharmacy, and was for some time chemist for the Van Vleet-Mansfield Drug Company, of Memphis, before he engaged in business on his own account. Mr. Mayo not only has a large and growing business, but has won for himself a high standing in business and social circles.

ILLINOIS.

Chicago Veteran Druggists Enjoy a Novel Outing—Venders of Cocaine to be Enlightened as to the Law—N. A. R. D. Will Introduce a New Patent Law—Doings of the Trade in Chicago and the West.

(From our Regular Correspondent.)

Chicago, September 11.—The Chicago Veteran Druggists' Association had a novel reunion last week. The meeting took place at the Carter H. Harrison crib, one of the structures in the lake through which the city gets its water supply. Fred W. Blocki, Commissioner of Public Works, gave the veterans the use of a tug and 22 of them made the trip. They visited the old crib, which some of them saw built, and compared modern methods with those of the earlier days. The veterans had dinner in the house, where there were no neighbors to bother them, and were photographed on the platform of the crib. Ex-President Jauncey acted as toastmaster, and W. Bode-mann proposed a toast to the health of Chicago Historian Ebert, who made an interesting address on the early history of Chicago, and Ex-Alderman Holtinger, one of the veterans, told how he prevented the sale of the old city cemetery, now Lincoln Park.

ENLIGHTENMENT FOR COCAINE VENDERS.

The State board is preparing a circular regarding the cocaine law which is to be mailed to all registered and assistant pharmacists. The object is to make it impossible for any one to plead ignorance of the law. When this has been done the law will be enforced fearlessly, according to the members of the board. The jobbers are aiding the board in this crusade, but it is asserted that some well-known manufacturers are aiding the sale of the stuff. What will be done in this regard has not yet been decided, but it may receive legislative attention in the future.

N. A. R. D. TO INTRODUCE A NEW PATENT LAW INTO CONGRESS.

The attorney for the N. A. R. D. is preparing the draft of a bill on patents which will be presented to Congress. It will deal with the patents on medicines and drugs. The idea is to prevent the patenting of anything taken as medicine. The plan is similar to that in use in several European countries. The draft is being prepared by Joseph Errant.

CHICAGO NOTES.

The next board of pharmacy examinations take place October 13 at Springfield.

P. B. Fitzgerald, of Morrisson, Plummer & Co., has returned from a vacation spent at Benton Harbor, Mich.

Karl Simon, of Helena, Mont., formerly of St. Paul, was in Chicago during the first week of September on his way East.

Harold Sorby, United States and Canadian manager for the Pasteur Vaccine Company, sailed September 1 for Paris in order to confer with the foreign manager.

Robert Currie, of the Abbott Alkaloidal Company, is on a trip East which will include Philadelphia, Boston and New York.

President W. A. Hover, of the N. W. D. A., and of the Denver wholesale house bearing his name, was in Chicago September 5, shaking hands with his friends and getting ideas to take back home. He was on his way to the national convention in Boston and was accompanied by his wife.

A. M. Hance, of Hance Bros. & White, Philadelphia, was in town September 4 and 5 for a conference with the firm's local manager, C. H. Hinton. Mr. Hance came West to inspect the Chicago branch, and left with the delegation from the West over the Lake Shore line for Boston.

Manager Frank M. Bell, of the pepsin department of Armour & Co., has had several of his Eastern travelers in town during the last week laying out the fall campaign. Among those who visited the home office were: H. I. Hackett, of Philadelphia; Ralph Smyth, of New York, and W. R. Landis, of Baltimore. Mr. Bell represented the house of Armour at the N. W. D. A. meeting in Boston.

Grover Cleveland Healy, of Johnson & Johnson, accompanied by his wife, was in Chicago September 1. He called at the local office of the firm and also at the Western branch of the AMERICAN DRUGGIST. Mr. and Mrs. Healy spent their vacation at Mackinac Island and the northern lakes. He returned to his home at Columbus ready to carry on the battle for another year. Mr. Healy sells everything in surgical dressings with the red cross.

PENNSYLVANIA.

Retailers Are Buying More Heavily—Wholesale Houses Taxed to Meet Demand for Goods—Philadelphia to Have a Drug Club?

(From our Regular Correspondent.)

Philadelphia, September 11.—The drug trade is working into better shape than it has been for a few weeks past. With the beginning of September the retail druggist began to lay in a larger stock, and during the first ten days of this month the wholesale houses have had more orders than they could dispose of as speedily as desired. Nearly all the clerks in the different drug houses have had their vacations, and from now on there will be little trouble experienced in filling orders.

TALK OF A DRUG CLUB FOR PHILADELPHIA.

There is more talk about organizing a drug club here something on the order of the Drug Trade Club of New York. This idea is brought forward every year. But it appears that there are not enough gentlemen in the drug trade that would care to give up their home comforts for club life. Most of those who are connected with the drug trade in this city have homes of their own, and as a home in Philadelphia means a whole house, and not a number of rooms on one floor, it can easily be seen what the organizers of a drug club have to contend against. However, there are many who are of the opinion that a Drug Club House is on the way.

PHILADELPHIA ITEMS.

J. Halle, who is with C. Mauer at Eighth and Callowhill streets, was married on September 2.

A. La Dow, who is connected with eleven drug stores in this city, is in Jacksonville, Fla., where he intends to remain several weeks.

Jesse Pechin, the well-known druggist at Thirteenth street and Columbia avenue, is lying dangerously ill at St. Joseph's Hospital. Mr. Pechin was operated on for a cancer.

Mr. Jackson, who was at one time a partner of the St. Cloud Pharmacy at Seventh and Arch streets, but lately of Cripple Creek, Col., has come back to manage the St. Cloud Pharmacy.

A. Lum, of the firm of Wenner & Lum, at Sixth and Buttonwood streets, has returned from a four months' vacation to California. When Mr. Lum went away he was a very sick man, but the climate of sunny California has made a new one out of him. He gained 28 pounds.

Dr. W. Kane, who for a number of years conducted the drug store at Fourth and Pine streets, Camden, N. J., has closed it and has opened a new store at Fifth and Pine streets. This store is fitted up with all the latest fixtures and has been made as attractive as possible.

A meeting of the members of the Philadelphia Wholesale Drug Company is to be held this week to take action in effecting a change in the manner of doing business. This company are very prosperous and have outgrown the building which they now occupy. It is understood that as soon as the lease expires larger quarters will be secured. Manager Rohrman is one of the best posted and most up-to-date druggists in this city, and it is mostly due to his capable management that the company has been such a success.

KNIGHTS OF THE GRIPSACK.

Rudolph Wirth, of Fougere & Co., is making one of his periodical visits to this city. Of course it is strictly business.

C. M. Edwards, the representative of Gilpin & Langdon, has been here stirring up things for his house.

J. D. McFerran has been appointed local agent for Ungerer & Sons, of New York.

T. S. Asken, who was for a time local agent for H. K. Mulford, has been moved to Boston.

A. H. Bolton, jr., has been appointed Philadelphia agent for Thurston & Bradisch, the gum arabic firm of New York, and Wheaton & Co., the large glass manufacturers of Millville, N. J.

Fred. Fenno, of the Wallace Company of New York, is taking the druggists into his confidence, the result being many large orders for his house.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, September 12, 1903.

THE movement in drugs and chemicals since our last report has been of average volume for this season of the year and compares favorably with the corresponding period of previous years. An increased demand for quantities has made itself felt during the past few days, giving the market a fairly animated appearance, though the absence of many members of the trade who are attending the conventions in Boston has had a tendency to restrict business. Interior dealers have begun to display more activity with the approach of the fall season, and now that the disturbance caused by the vacation period is over and normal business conditions again prevail, increased activity in all departments is beginning to be felt. The manufacturers of quinine have advanced their quotations in the interval in consequence of the rise in the price of bark, and the consuming demand shows some improvement. Opium has lost strength since our last, the easier feeling being attributed in some quarters to a lack of demand and in others to competition among dealers, but whatever the cause sales have been made at a lower range than was quoted in our previous report. It is claimed that the political conditions in Turkey are such as to warrant a firmer market and higher prices instead of the reverse, as now prevails. The market, on the whole, is characterized by a firm tone and buyers are confronted with a stronger tendency of values for most lines; the changes toward a lower range being in most instances the result of natural causes. The principal changes are tabulated below:

HIGHER.	LOWER.
Quinine,	Opium,
Silver nitrate,	Wood alcohol,
Cantharides, Russian,	Camphor,
Sauron, American,	Balsam copaiba,
Balsam fir, Oregon,	Peppermint oil,
Lycopodium,	Chamomile flowers,
Cascara sagrada,	Thymol,
Asafoetida,	Guarana,
Vallic acid,	Cacao butter,
Golden seal root,	Gentian root,
Hemp seed,	Senega root,
Fenugreek seed,	Menthol,
Canary seed.	Poppy seed,
	Cod liver oil, Newfoundland.

DRUGS.

Alcohol, grain, is in moderately active request, and the quotations of producers are maintained steadily at \$2.39 to \$2.40, as to quantity, less the usual rebate. Wood offers with considerable freedom and values have declined sharply, with 50c now quoted for 95 per cent. and 55c for 97 per cent.

Arnica flowers are in good demand, and prices are well sustained at previous quotations, or, say, 9c to 10c.

Balsam copaiba, Para, is lower under the influence of more abundant supplies, round lots being obtainable at 37c. Central American is meeting with the usual jobbing inquiry, and we hear of sales within at the quoted range of 35c to 38c.

Balsam fir, Oregon, is held with increased firmness under the influence of light supplies, but the consuming demand is not urgent, business being restricted at the present range of \$1.25 to \$1.35.

Balsam Peru is given very little attention at the moment by either jobbers or consumers, and only routine sales are making at the quoted range of 97½c to \$1.05.

Balsam tolu continues to offer at 25c to 27c, though only small jobbing parcels are inquired for.

Barks.—Cascara sagrada has occupied the center of the stage in this department during the past fortnight. A heavy demand from dealers who sold early in the season for forward delivery and found themselves unable to cover, owing to the scarcity of stock here and on the Coast, sent prices up with a boom, and after some heavy trading the extreme range of 22½c to 25c was reached, representing an advance of 100 per cent. over previous quotations. Prickly ash is in better supply, and values have reached to the range of 12c to 14c. Elm is maintained with more firmness in view of the limited available supply of select, some holders asking 30c for bundles. Angostura is held and selling at previous prices, though supplies are light; quoted 40c to 45c. Sassafras and soap are without important change, either as regards demand or price.

Buchu leaves remain in fairly steady position, though the demand is light; jobbing sales of short at 21½c to 25c.

Cannabis indica is without new feature, and the market is dull at our quotations.

Cantharides, Russian, is firmly held at an advance to 68c to 70c, in view of the limited available supply. Chinese is without improvement, passing out to the trade in a small way only at 37½c to 40c.

Chamomile flowers are in steady position, though the demand momentarily is limited. Roman held at 10½c to 11c; German, 12½c to 15c, and Hungarian, 10c to 12c.

Coca leaves are inquired for, and the quotations of the market are sustained at 18c to 20c for Truxillo, and 28c to 30c for Huanuco.

Cocaine is held with continued firmness, despite the reported decline in Hamburg, and the business passing in muriate is at \$4.00 for bulk.

Codliver oil, Norwegian, is seasonably quiet, and values have eased off a trifle since our last, the range for best grades being now \$105.00 to \$130.00. Newfoundland, non-freezing oil, which has been selling at about \$100.00 a barrel, has now advanced to \$110.00, with ordinary grades held at \$2.75 a gallon.

Colocynth, Spanish, are inquired for, but the small available quantity and present range of values serve to restrict trade; Trieste offers more freely at 30c to 35c.

Cubeb berries are neglected, and the absence of demand coupled with freer offerings has served to lower values to the range of 7½c to 8c for XX, and 11c to 13c for powdered.

Cuttlefish bone, Trieste, is a trifle irregular and unsettled owing to competition among holders, but 15½c to 16c is yet quoted. Jewelers' large is held and selling at 55c to 60c, and the quotation of the market for small is 52c to 54c.

Ergot is quiet, but holders are supported in their views by strong foreign advices, and the quotations of the market are maintained at 27½ to 29c for both German and Spanish.

Guarana, from importers' hands, is offering at 72½c to 75c, and we hear of numerous sales at this range, a decline from previous prices.

Juniper berries are finding sale in small quantities at the previous range of 3c to 3¼c. This year's crop is reported to be abundant.

Lycopodium has developed an upward tendency, and a good business is reported at the higher range of 57c to 60c.

Menthol is less actively inquired for, but the market is firm in tone at \$6.50 to \$6.60. There is a feeling that prices will advance before the new crop is available.

Naphthalene meets with moderate attention, the sales being at 2¼c to 2½c for both ball and flake, in a quantity way.

Opium has weakened somewhat since our last, and the market remains in an unsettled condition, owing to keen competition among holders, coupled with an absence of demand. From importers' hands single cases are now procurable at \$3.30, while broken lots are offering at a decline to \$3.32½ to \$3.35. Powdered is correspondingly lower, the revised range being

\$3.90 to \$4.00, as to quality and quantity. It is felt in some quarters that the weakness is not warranted by the statistical position of the drug, and that if matters reach a crisis in the political affairs of Turkey the market will recover its tone and prices advance.

Quinine has improved in position since our last, manufacturers having advanced quotations 1c per ounce to the basis of 25c for bulk in 100-ounce tins. The sale of bark at Amsterdam on the 3d inst. resulted in the entire quantity offered, being taken at an advance of about 7 per cent. over the previous sale. The agents of German manufacturers put up their quotations next day, and domestic manufacturers followed suit by announcing an advance on sulphate and all the minor salts of quinine. At the Batavia auction on the 9th inst. bark brought less money than at the previous sale, but in this market values for Java quinine are unchanged, the ruling quotations from second hands being 23c to 23½c.

Spermaceti has hardened in the interval and prices are higher, 22½c to 23c being now named for block and 23½c to 24c for cakes.

Thymol is meeting with very little attention, and holders are urging the distribution by price concessions, the revised range showing a decline to \$1.75 to \$1.80c.

CHEMICALS.

Arsenic is in fair consumptive demand, with sales of red in a jobbing way, at 6½c to 6¾c, as to quality, and of white at 3½c to 3¾c.

Blue vitriol is held with more firmness, and manufacturers' quotations are higher, 5c to 5¼c being now named as to quantity.

Chlorate of potash is seasonably quiet, only moderate sales being reported from second hands, who name 7¼c to 7½c for both crystals and powdered.

Cream of tartar does not offer below 24¼c for crystals and 24½c for powdered, but a moderately active business is passing at this range.

Oxalic acid is selling fairly in a jobbing way at 5½c to 5¾c for German, and the market appears well sustained at this quotation.

Silver nitrate is lower in consequence of a decline in the price of metal, and the quotation from manufacturers is now 38¼c to 40c, the inside price being for 100-ounce lots.

Sodium nitrate is firmer in consequence of the absence of wharf stock, and dealers have advanced quotations to \$2.25 to \$2.30, quoting \$2.10 to \$2.15 for parcels to arrive.

Tartaric acid is selling freely from second hands at the range of 31¼c to 31½c for crystals, and 31½c to 31¾c for powdered.

ESSENTIAL OILS.

Anise continues in moderate jobbing demand at unchanged prices, or say \$1.05 to \$1.10.

Bergamot and other Messina essences are without important change. Orange, bitter, is quoted at \$1.55 to \$2.00.

Cassia is meeting with a satisfactory inquiry, and some holders seem less free to offer at 75c for 75 to 80 per cent. The tone of the market is firmer.

Lavender flowers is in limited supply and holders are firm in their views, though prices are quotably unchanged, current sales being at \$1.55 to \$1.60.

Peppermint has steadied a trifle under the influence of stronger advices from producing markets in the West, and prices show no variation from those previously quoted. Though one or two sales have been made since our last at a fraction below our quotation, the market has since recovered its tone and prices went back to their former level.

Sassafras, natural, is firmer, in view of slight scarcity, but sales are making at the previous price of 40c to 45c.

Tansy has declined in the interval and is now held at \$2.50 to \$3.00, as to quantity.

Wintergreen is held steadily at the range of \$1.75 to \$1.90 for natural, and 40c to 42c for synthetic. While the demand is less active, the available supply is limited.

GUMS.

Aloes, of the various grades, have been in better demand, with numerous sales of Barbadoes in gourds reported. True Cape is scarce and firm, 14c being now named; Curacao quoted 8c to 4c.

Asafetida, in a jobbing way, continues to sell moderately within the quoted range of 19c to 25c as to quality and quantity. Some holders decline to shade 21c.

Camphor is less actively inquired for and the market is easier in tone at a decline of 1c per lb., refiners now quoting 54½c in barrels and 55c in cases.

Chicle is in fair consuming request, and held with confidence at 45c to 50c.

Tragacanth is in fair demand, with jobbing sales of Aleppo at 29c to 30c as to quality and quantity.

ROOTS.

Gentian is in better supply and offered more freely at a decline to 4¼c to 4½c.

Ginger, Jamaica, unbleached, has hardened in the interval, owing to strong advices from London, 9¼c to 10¼c being now the popular quotation, while bleached is held at 11c to 13c.

Ginseng is scarce and firm at \$4.25 to \$6.00, as to quality and quantity.

Golden seal has advanced a notch under the influence of light supplies and increased demand. Only a limited quantity is now obtainable at 70c, with up to 75c asked.

Ipecac offers a shade easier for Rio, recent sales having been at \$1.20 to \$1.30.

Sarsaparilla, Mexican, is maintained at the recent appreciation to 8¼c to 8c, and the tone of the market is firm.

Senega is easier under the influence of a slackened demand, quotations having been reduced to 72c to 75c, with intimations in some quarters that less would be acceptable on a firm bid.

Serpentaria remains quiet, but the market is well sustained at 42c to 45c, as to quality and quantity.

In a letter from West Virginia, received recently by a local wholesale drug arm, the following occurs: "As to your offer on Senega and other roots, sorry that we cannot accept them. All medical roots are very scarce this season, and in order to get them we have to pay high prices. It is our opinion that if the prosperity continues for the next four years it will kill our business. Let's vote for Bryan, and that will make people go through the woods and dig roots. Then we'll have them plenty and cheap."

SEEDS.

Canary meets with fair inquiry, and the market is steady in tone at 3¼c to 3½c for Smyrna, and 3¼c to 4c for Sicily.

Celery reflects the influence of competition, and values are unsettled with sales reported down to 7¼c, though 7¼c to 8c is the quoted range.

Fenugreek is higher in consequence of strong cable advices from primary sources, and recent sales were at 2c to 2¼c.

Hemp, Russian, is steady and in moderate demand at the recent advance to 2¼c to 3c.

Does Away with Corkscrews.

The saving of the cost and labor of using corkscrews is something in which all consumers of beverages are interested, and they will be glad to learn that the Apollinaris Company, Limited, are introducing the Crown Cork Bottle, which can be opened without effort and without spilling the contents. No corkscrew is necessary. Openers are contained in an envelope tacked under the lid of the original cases. Apollinaris, which is bottled only at the Apollinaris Spring, Neuenahr, Rhenish Prussia, Germany, and only with its own natural gas, is increasing in sale, and this universally well-known table water needs no encomiums.

To the South and Southwest.

Every day in the year the superb Washington and Southwestern Limited, via the Southern Railway, leaves New York at 4.25 p.m.; exclusively Pullman train composed of Dining, Club, Library and Observation Car; Pullman Drawing-Room Sleeping Cars, giving through service to all the principal cities in the South and Southwest, connecting at New Orleans with through Pullman service to Texas, Mexico and the Pacific Coast. In addition to this train, three other fast trains are operated, giving through Dining and Sleeping Car service. If you are going to any point South, see that your ticket reads from Washington via the Southern Railway. The only route operating exclusively U. S. Fast Mail Train. New York and New Orleans train, 32 hours. New York Offices, 271 and 1185 Broadway. Alex. Thweatt, Eastern Passenger Agent.

The Reliance of the Nation.

"The prosperity of a nation depends upon the health and morals of its citizens."

History teaches that sanitation leads the march of progress around the world; its highest development is the slogan of modern times—in it lies the hope of posterity through emancipation from disease. Therefore, every improvement in process or method of handling a food or drink of large public consumption, which eliminates the danger of disease germs or other poison, is a step toward the ideal of national health and its inevitable accompaniment—prosperity.

Reference to the double page advertisement of the Twentieth Century Sanitary Soda Fountain in this issue of the *AMERICAN DRUGGIST* shows the reliance which the owner of a soda fountain must place in sanitation for success in his soda water business.

The fact that the public has become educated to look for purity and cleanliness in "the national beverage" is not to be denied, and it is also an incontrovertible fact that the display of the L. A. Becker Company trade-mark, which is the author-



ized privilege of every purchaser of a Twentieth Century Sanitary Fountain, draws trade by the guarantee of the absolutely pure soda water of which the makers claim it is the recognized symbol.

The universal distrust of old style fountains which, from the very nature of their construction, are like "whited sepulchres," cannot be ignored by the enterprising druggist or other operator of a soda fountain who would be on the right side of the soda patronage, and the sooner the trend of public sentiment is discovered and preparations to cater to it are made, the quicker will be the monetary returns.

The experience of the past season is already bringing many inquiries to the L. A. Becker Company for 1904 models of the Twentieth Century Sanitary Soda Fountain; these models are now on exhibition, and it will pay our readers who are incredulous of the enormous power of sanitation in the soda trade to send to the Becker Company for the convincing arguments they are constantly issuing in attractive form and to get in touch with their unique system of co-operation with purchasers by which soda water success is assured.

The L. A. Becker Company have special inducements for early orders which can be completed before the rush sets in, thus guaranteeing early delivery. This also applies to Hot Soda Water outfits, in which a large line is offered at remarkably low prices.

A New Oil-Handling Apparatus.

Many of our readers will be glad to learn of a new device, the Bowser Druggists' Graduate Oil Cabinet and Bottle Filler, which is especially designed for handling such liquids as glycerin, salad oil, castor oil, olive oil, codliver oil, sperm oil, lard oil, balsam capaiba, etc. The use of this cabinet does away with the old method of measuring the liquid into a glass graduate and then repouring it into the vessel in which it is to be sent out. The vessel designed to ultimately contain the liquid is held under the discharge nozzle of the pump and the handle is turned until the "indicator" shows on the graduate the number of ounces it is desired to place in the vessel. The handle is then reversed as far as it will go, when the exact quantity desired will be found to have been discharged directly into the vessel. This method not only saves time and labor, but prevents any waste that might occur in measuring by the old method, and also renders unnecessary the washing and scouring of the graduate upon each occasion after use. An adjustable stop is also provided so that the pump can be adjusted to

measure a certain quantity at each stroke, thus making the bottle filler one of the most satisfactory on the market.

The cabinet is of solid quarter-sawed oak handsomely finished. The pump is of metal, finished in full nickel, and discharges any required quantity from 1 to 16 ounces, liquid measure, as may be desired. The anti-drip nozzle is small enough to enter the neck of any standard sized bottle, and thus does away with the nuisance of the oil bubbling and running down the sides. The sliding drip pan cover and tube keeps all dust and dirt out of the cabinet, and the oil is kept as securely as in a sealed package.

The manufacturers, S. F. Bowser & Co., of Fort Wayne, Ind., are for a short time making an extremely low price to introduce them more widely. See their advertisement in another column.

There Will Be a Heavy Demand for This Remedy.

It is always a pleasure for the *AMERICAN DRUGGIST* to call the attention of its subscribers to new articles of merit that are being put upon the market. It is most desirable for any druggist to keep in touch with new remedies which are being extensively advertised and to put in a stock at once so that when the public responds to the advertising they will not have to say "haven't got it," thereby losing the profit on sales that have been sent to his door.

It is with pleasure that we announce that the Wells & Richardson Company of Burlington, Vt., have entered into an earnest campaign with Dr. Pettingill's Kidney Wort Tablets. These tablets have only been introduced a few months, but the sales are already marvelous, as reported by all the druggists in the territory where the advertising has been started. The campaign at present is especially vigorous in the Eastern and Middle West States. The appropriation for this territory for Dr. Pettingill's Kidney Wort Tablets will be the largest appropriation ever expended for any kidney remedy during the coming four months. A word to the wise will be sufficient. We are confident that retail druggists, especially in the Eastern and Middle West States, will see that they are fully stocked with this remedy, which is bound to respond to such effective advertising.

How to Increase Profits.

Appropriate to the above caption attention is called to the announcement of the Evergreen Chemical Company, of 130 Fulton street, New York, who invite druggists to write to them for descriptive booklet of Formulas No. 2, containing lists of their Concentrated Flower Oils and Colors. The booklet shows how and at what cost druggists can make their own perfume extracts and toilet waters. The Evergreen Chemical Company assure the trade that their products are equal to the best obtainable at a cost of less than one-half. Their further claim is that the goods are now used by over 9,000 druggists and others in the United States and Canada, and they stand ready to refer the trade to pleased customers at any time. The company offer to supply gratis labels for shop bottles—no two alike—in a city or town, and neck-bands, the later in blank. We are pleased to recommend this enterprising and up-to-date firm as deserving of patronage, and their suggestions of how to increase profits by the use of the Evergreen line are deserving of attention. Write to them at once for descriptive booklet No. 2.

Good Clinical Thermometers.

At a time when counterfeiting and substitution are most common druggists should be careful as to the character of the goods they place on their shelves. One item in particular should command special attention. A human life often depends upon the accuracy of a fever thermometer, and dealers are sometimes held responsible for unreliable instruments. They can have the best by insisting upon having those of known reliability. The Koh-i-noor brand is made by one of the most reliable houses in the business, and can always be depended upon for accuracy and reliability.

A Guaranteed Article.

How often it is that a customer will ask the druggist for an article that will positively rid the home of rats, mice, cockroaches, water bugs, croton bugs and other vermin, and in many instances the druggist hears from the customer that the article purchased did not do the work. This complaint is never entered where Stearns Electric Rat and Roach Paste is used. Here is an article that dealers can sell on a positive guarantee that it will do the work, the manufacturers agreeing to back dealers who represent the goods this way. See their attractive advertisement in this issue.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, SEPTEMBER 28, 1903.

CHICAGO.

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

69-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruglat, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. B. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.
THOMAS J. KEENAN.....Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50
Foreign Countries..... 3.00
Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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FEDERAL INSPECTION OF FOODS AND DRUGS

FOR a good many years past efforts have been made at each succeeding session of Congress to procure the enactment of a national Pure Food and Drug Law, but without avail. The opposition of interested parties or the pressure of political measures of greater importance has usually served to side track the measure in the closing days of the session. The Hepburn-Brosius bill failed of passage in this way at the last session of Congress, but Dr. H. W. Wiley, the chief of the Bureau of Chemistry of the Department of Agriculture, who had the measure greatly at heart, was successful in having incorporated in the act making appropriations for the Department of Agriculture a section authorizing the secretary of this department to investigate the adulteration of foods and drugs, to supervise the importation of food products from foreign countries, to inspect food products intended for exportation to countries requiring physical or chemical inspection of foods entering their ports, and to fix standards of purity for foods. This section empowers the Secretary of the Treasury to refuse delivery to the consignee of all foods, beverages and drugs which prove upon examination to be deleterious or dangerous to health. The following excerpts from the law, which went into effect on July 1, are explanatory of its provisions.

To investigate the adulteration of foods, drugs and liquors, when deemed by the Secretary of Agriculture advisable; and the Secretary of Agriculture, whenever he has reason to believe that articles are being imported from foreign countries which by reason of such adulteration are dangerous to the health of the people of the United States, or which are forbidden to be sold or restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package, shall make a request upon the Secretary of the Treasury for samples from original packages of such articles for inspection and analysis; and the Secretary of the Treasury is hereby authorized to open such original packages and deliver specimens to the Secretary of Agriculture for the purpose mentioned, giving notice to the owner or consignee of such articles, who may be present and have the right to introduce testimony; and the Secretary of the Treasury shall refuse delivery to the consignee of any such goods which the Secretary of Agriculture reports to him have been inspected and analyzed and found to be dangerous to health, or which are forbidden to be sold or restricted in sale in the countries in which they are made or from which they are exported, or which shall be falsely labeled in any respect in regard to the place of manufacture or the contents of the package.

To enable the Secretary of Agriculture to investigate the character of food preservatives, coloring matters, and other substances added to foods, to determine their re-

lation to digestion and to health, and to establish the principles which should guide their use; to enable the Secretary of Agriculture to investigate the character of the chemical and physical tests which are applied to American food products in foreign countries, and to inspect before shipment, when desired by the shippers or owners of these food products, American food products intended for countries where chemical and physical tests are required before said food products are allowed to be sold in the countries mentioned, and for all necessary expenses connected with such inspection and studies of methods of analysis in foreign countries; to enable the Secretary of Agriculture, in collaboration with the Association of Official Agricultural Chemists, and such other experts as he may deem necessary, to establish standard of purity for food products and to determine what are regarded as adulterations therein, for the guidance of the officials of the various States and of the courts of justice.

Instructions have been issued to the customs inspectors to obtain samples of foods, drugs and beverages imported from foreign countries for expert examination by the Department of Agriculture and a confidential list of suspected products has been prepared for the use of inspectors. Dr. Wiley has been provided with special assistants for the new work, which will be undertaken by his bureau. It is expected that under the new law a standard of the amount of preservative that may be added to a food will be established, and in all probability the experiments now going on in Washington as to the actual physiological effect of such preservatives will be of great value in determining the proper limit of their use.

INTEREST IN THE WASHINGTON MEETING.

UNUSUAL interest is being taken by all branches of the trade in the forthcoming annual convention of the National Association of Retail Druggists. This, the fifth annual gathering of the organization, will be held at Washington, D. C., October 5, 6, 7 and 8, and will be without doubt an epoch-making occasion. According to the official announcement the attendance is expected to include accredited delegates and alternate delegates representing more than 800 local, county, district and State associations, besides a large number of visitors.

Of course, the subject of overshadowing importance that will engage the attention of the delegates, and upon which debate will chiefly focus, will be the strengthening of the tripartite plan by the direct contract and serial numbering amendment proposed at Cleveland last year. though other subjects of weighty importance to the trade of the entire country will receive equally earnest attention. For instance, the fight for a revision of the patent laws so far as they affect proprietary drugs and chemicals will be brought to the personal notice of the President of the United States, President Roosevelt having set aside Tuesday noon, October 6, as the date on which he will receive a delegation from the N. A. R. D. at the White House. This will be one of the interesting features of the coming convention. The plan is to have the Committee on National Legislation visit the President and read a statement showing the position of the retail drug trade of the country in the fight for a revision of the patent laws, and specifying the reforms for which they are working.

Special rates of a fare and a third for the round trip have been granted by the different railroads, and tickets will be good going on and after October 1, returning up to and including October 12. The headquarters of the association will be the Hotel Raleigh, where all meetings will be held. The arrangements for the reception of visitors, hotel accommodations, etc., are in charge of Wymond H. Bradbury, 467 C street, N. W., Washington, D. C., to whom all applications should be made for hotel accommodations or needed information regarding the arrangements for the meeting.

OUR NEW SPANISH EXCHANGES.

IN view of the fact that the AMERICAN DRUGGIST is the organ of the Spanish-American drug trade, we have been gradually extending our list of Spanish exchanges and are including all the pharmaceutical periodicals that may contain matter of interest to our readers. Two recent journals added to this list are *El Jurado Medico Farmaceutico*, and *El Monitor de la Farmacia*, both published in Madrid. The first numbers of these journals have come to hand recently, and it may be of interest here to note their contents.

El Jurado Medico Farmaceutico is devoted to the scientific and professional sides of pharmacy and medicine, and is the official organ of the Medico-pharmaceutical Association of the Districts of Aliaga, Hijar, Valderobres (Ternel), and of the Academia Molinesa (Guadalajara), as well as of the Spanish Society for Promoting Cremation. The journal was founded in 1880 by Don Ladislao Valdivieso y Prieto. The present editor is Don Dio A. Valdivieso y Prieto. It is published weekly at Valverde 48 y 50, principal, Madrid, and the annual subscription price is 20 pesetas, gold, for foreign countries. The number for June 21, 1903, contains the following titles: Editorials—Union Does Not Always Constitute Strength, Re-election of Officers of the Governing Boards of the Provincial Medico-Pharmaceutical Assemblies, The Epidemic of Typhus Fever in Madrid; Review of Reviews (abstracts on pharmaceutical progress, newer remedies, etc.); Original Article—Dynamic Parallelism between the Circulatory and Nervous Apparatus and its Relation to Electric Phenomena, by Dr. Ruperto Merino y Sanchez (continued); News and Personal Items.

El Monitor de la Farmacia y de la Terapeutica is published in Madrid (Pez 1 y 3 entresuelo), and is edited by Dr. Macario Blas y Manada. The subscription price is 15 pesetas per annum. It is devoted to original articles, abstracts and news. The number for July 5, 1903, which is before us, contains a lengthy article on adrenalin, signed "J. A." A Department of Therapeutics follows, in which appear abstracts of a number of recent articles. A report of the speech of the Minister of the Interior before the Cortes regarding sanitary organization in Spain comes next, and a number of news items under the heading of Miscellany completes the journal.

At the request of the editors of these two Spanish journals we have forwarded them copies of the AMERICAN DRUGGIST in exchange.

THE FORTHCOMING PHARMACOPOEIA.

By JOS. P. REMINGTON, PH.M.,

Chairman Committee of Revision of the United States Pharmacopœia, Philadelphia, Pa.

IT is with regret I observe in your editorial on Revision Problems, on page 127 of the AMERICAN DRUGGIST for September 14, that you make the statement with regard to the Eighth Decennial Revision of the Pharmacopœia that its "publication is now nearly three years overdue." Permit me to call your attention to the fact that a Pharmacopœia is never due at the time of the assembling of the National Convention. It usually takes three years to get out the new book, and hence the present revision is not three years overdue. Your statement which follows, I am afraid, will not be understood.

It is not probable that the book can be issued from the press this year. You will confer a great favor upon the chairman and members of the Committee of Revision if you will state that the exact date of its appearance cannot be guessed, even by the chairman. The manuscript is now being cast, but the printing of the galley proofs has not been commenced. As a matter of course, it takes a comparatively long time to put a book of the size of the Pharmacopœia through the press. Thirty-five proof readers, some of them living 1000 miles from the printer, have to be heard from, and the greatest care must be exercised to eliminate all possible errors.

Many applications are being received by the chairman for information about the details of the forthcoming book. To answer all these letters, and give the information that each wishes to have, would be sufficient labor to occupy the attention of one man alone, and yet the chairman recognizes that it is most natural for every one to want the earliest information. To publish the work piecemeal in the pharmaceutical and medical journals in advance of its issues would have largely the effect of destroying its authority, and lead to many embarrassments, particularly in view of the fact that there will be changes, emendations and the possible dropping of some drugs up to the last moment of going to press. At least this has been the experience of the present chairman in the two previous revisions with which he has been connected. There has been no special desire to withhold information from the public which would be satisfactory and accurate, and, on the other hand, information has been sought from manufacturers, experts and all who could be reasonably expected to aid the committee in its responsible work.

You have mentioned in your editorial as one of the causes of delay the death of the distinguished late chairman, Dr. Charles Rice. This is true, but in addition to this, within the last three years pharmacopœial revision has lost by death the services of Dr. E. R. Squibb, Wm. S. Thompson, former chairman of the Board of Trustees; Dr. Wm. M. Mew, treasurer and expert assayist; Dr. George W. Sloan, and Dr. Walter Reed, a distinguished bacteriologist and chairman of the Diphtheria Antitoxin Committee. Notwithstanding these severe losses and delays caused thereby, the committee does not desire to evade responsibility, apologize for delays, escape criticism or make excuses. Unless something unforeseen occurs, the delay in issuing will probably not be more than six months, and when the number of new drugs and changes are taken into consideration, it will be recognized that the present committee has not been behind its predecessors in activity, ability or zeal.

You are requested to publish this note, as by so doing you will possibly relieve the chairman of the added labor of replying at length to a deluge of inquiries as to the date of the issue of the new United States Pharmacopœia.

PRACTICAL DISPENSING NOTES.¹

By GEO. M. BERINGER, PH.M.,

Chairman of the Committee on Practical Pharmacy and Dispensing of the American Pharmaceutical Association.

(Concluded from page 129.)

INCOMPATIBLES.

Holocaine hydrochlorate solutions, according to one correspondent, become opalescent when poured into bottles. He attributes this to the alkalinity of the glass and recommends that the bottle be rinsed with diluted hydrochloric acid.

We must consider this as a dangerous recommendation, as solution of holocaine hydrochlorate is most commonly used in ophthalmic practice.

Diuretin occasionally becomes insoluble, due to the absorption of CO₂. The manufacturers recommend that when this occurs the insoluble powder be mixed with hot water and just enough of solution of sodium hydrate to produce a permanent solution.

Infusion Digitalis made with cinnamon bark caused the precipitation of strychnine. The U. S. P. infusion does not cause such precipitation. The tannic acid of the cinnamon bark is the disturbing constituent.

To Mix Tincture of Benzoin with water it is a good plan to place the tincture in a mortar and add the water in a constant stream while stirring.

Boro-Salicylic Acid and Alkaloids. An aqueous solution of salicylic acid does not precipitate any of the ordinary alkaloids, nor does an aqueous solution of boric acid (except after long standing, when in some cases, as cocaine, an insoluble borate is formed). The aqueous solution of a mixture of salicylic acid and boric acid precipitates all the ordinary alkaloids except codeine and morphine. The precipitates are presumably boro-salicylates, but the subject should receive careful study.

Oil is a good agent to "bind" ointment bases and water, though it is said "oil and water won't mix."

It is worthy of note that sodium salicylate will cause the solution of precipitates formed by the addition of water to alcoholic solutions of organic drugs. Instances: Tinct. Cinchona Comp., and Fld. Ext. Cascara Sagrada.

Elixir Terpin Hydrate.

Otto Raubenheimer, of Brooklyn, N. Y., sends the following formula:

℞ Terpin hydrate, gr. cxxviiij, dissolved in Deod. alcohol, ℥viij, and add Elixir tarax. co., N. F.℥vss
Glycerin, q. s. ad.℥i
Each fl. dr. = 1 gr. Terpin Hydrate.

He offers the following explanation: "I have prepared this elixir in winter and it has been exposed to 40 degrees F. without crystallizing. The elixir of terpin hydrate and heroin is made by adding heroin 1-24 grain to each fluid drachm."

Comment.—The introduction of compound elixir of taraxacum in this formula is objectionable as it increases the danger of precipitation, and also, the preparation would be so dissimilar to that generally supplied by manufacturers that it would be looked upon with suspicion. In many places the National Formulary elixirs have been discriminated against because of the introduction of compound elixir of taraxacum into so many of these formulas.

Heroin hydrochloride being more soluble is preferable to the heroin itself.

William C. Kirchessner recommends the following

¹ Presented at the annual meeting of the American Pharmaceutical Association, August, 1903.

formula for a basic elixir for making terpin hydrate preparations:

B Alcohol	fl. oz. 21
Glycerin	fl. oz. 18
Syrup	fl. oz. 8
Water	fl. oz. 6
Oil orange	minims 16
This can be colored with caramel or cudbear to suit.	

PHARMACEUTICAL POTPOURRI.

By *normal salt solution* in medical practice is meant the physiological normal 6-10 of 1 per cent. Na Cl in water, not the volumetric solution.

"*This q*" "Sig.: Dr. i in aq 'q.' three hours." *q* stands for *quoque*, meaning every.

Salol in Ointments. It is recommended to dissolve the salol in warm almond oil.

Licorice in Pill Masses. Pills of reduced iron and manganese dioxide are readily massed by the use of powdered licorice.

Bolted Powders for Ointments.—It is suggested to keep on the prescription counter vials holding sufficient supplies of such insoluble powders as zinc oxide, white precipitate, nutgall, sulphur, mercuric oxide, previously bolted, ready for use in compounding ointments.

Oleum Naphæ is a synonym for *Oleum aurantii florum* or *Oleum neroli*.

Litmus Test Solution should be preserved by using a pledget of absorbent cotton to stopper the vials, and kept in the light. Solutions which have precipitated and changed in color may be reclaimed by boiling for some time.

Pepsin in powders should always be dispensed with sufficient absorbent powder to prevent sticking. We find the so-called insoluble pepsin preferable for powders.

Eye Drops consisting of $\frac{1}{2}$ or 1 drachm of solution are recommended to be made up double the quantity to permit of filtration. We prefer to make up the exact quantity used, and filter through a very minute filter moistened with 1 drop of distilled water.

Query.—In answer to the query: "What is generally given and how is it customary to dispense:

B Sodii phosphas..... \mathfrak{z} i

Otto Raubenheimer answers: One troy ounce of the U. S. P. Sodii Phosphas. The recrystallized salt is the best and as it is efflorescent, even if kept in carton or box, it should be dispensed in a wide mouth bottle tightly corked.

Soluble Hypodermic Tablets.—A member inquires how can we make a hypodermic tablet that will dissolve as quickly as claimed by the large manufacturers? Several suggestions have been offered, all worthy of experimentation, the addition of dried sodium sulphate, use of cane sugar, or of glucose in small amounts.

Blaud's Pills.—Where there is much demand for these made fresh it is suggested that a stock preparation of the mass be made by rubbing up the powders, then adding glucose with the addition of some glycerin.

Tincture of Iodine and Tincture of Camphor by Percolation.—L. L. Staehle, of Newark, N. J., writes: "For many years I have made iodine tincture by putting the iodine into a glass percolator, the orifice of which was loosely packed with cotton, and pouring alcohol on same until the desired measurement is obtained. The same process I use in making spirits of camphor. Instead of breaking up the camphor into small pieces I take the whole gum which avoids loss. This method is not only a saving of time, but also serves as a filter."

Time Saved by Sterilization.—C. Osseward, of Tacoma, Wash., contributes the following note:

"We had frequent occasion to compound for one of

our physicians Ingall's Adrenal Solution, according to the formula:

Suprarenal gland in powder.....	\mathfrak{z} i
Acid. boric	gr. xvi
Aquæ cinnamomi	\mathfrak{z} iv
Aquæ camphoræ hot.....	\mathfrak{z} i
Aquæ dest. ferv. q. s. ad.....	\mathfrak{z} ij
Macerate for four hours and filter..... \mathfrak{z} ij	

"This mixture spoils very readily, so that we had to prepare it fresh when called for. This delay proving very objectionable to the patients, I looked around for a method of dispensing with more dispatch. I thought of sterilization, and prepared a half dozen 1-ounce vials (the size usually prescribed). After filtration I sterilized these for 15 minutes for three successive days. The results were entirely satisfactory, the solution being only slightly darker and I have kept same for six months."

THE IDEAL COLD CREAM.

BY L. L. W.

THE number of formulas offered yearly for cold creams is legion, and yet the very fact of their being so offered can only be taken as an indication that the majority of those in circulation fail to give satisfaction. This fact led the writer to examine into the merits of a large number of formulas and finally to choose from among them the one considered best to fulfil the requirements demanded of such a preparation.

Cold cream is a standard article, as is evidenced by its appearance in the Pharmacopœia under the name of Unguentum Aquæ Rosæ; and yet inquiry develops the fact that little of the cold cream on the market is made after the U. S. P. formula, which, however, contains the basic components which go to make up the majority of the creams prepared to take its place. I have found over fifty different substances occurring among the endless number of formulas examined, many of them being incorporated literally without rhyme or reason, and often, it would seem, to the detriment of the preparation into which they enter.

Cold cream is the most widely used of all ointments both alone and indirectly as a vehicle for incorporating other substances; and the nature of its employment is such as to demand a preparation which is at once elegant and efficient. Cold cream might be said to be an emulsion of various fats, oils and waxes with (generally) a perfumed water. Where borax is incorporated it is probable that a certain proportion of a borax soap is formed with the fatty acids contained in these, and some glycerin liberated.

The most commonly used bases for cold creams are animal fats, waxes and vegetable and mineral oils. The objection to the use of animal fats lies often in their tendency to develop a disagreeable odor or rancidity. However, of these, lanolin or wool fat has proven to be an exceedingly efficient base because of its ability to take up large quantities of water and the ease with which it is absorbed into the skin. The one serious objection to it has been its high cost, which has made its use for this purpose practically prohibitory. Many vegetable oils in addition to the above have the added objection that they are liable to separate out upon changes of temperature. A bland, neutral and colorless mineral oil has been found to answer the purpose admirably, and such an oil partially saponified by borax, together with white wax, forms the basis of a cream which has been found to give satisfaction throughout a prolonged experience. The borax in addition renders the mass pure white. As a substitute for oil of rose, a good quality of oil of rose geranium is

used. The formula and working directions are as follows:

In a porcelain or enameled dish put
 White wax ξ xilas
 White oil ξ xlvij
 Dissolve by means of a gentle heat preferably on a water bath. To this add a solution of
 Borax ξ v
 Distilled water ξ xlv
 Stir constantly till nearly cold, and then add while continuing the stirring
 Oil rose geranium..... η xl

The stirring is best done by means of an ordinary egg beater.

A cold cream is a splendid article to push as a specialty, and its manufacture can be made a not inconsiderable source of revenue to the druggist by the expenditure of a nominal amount of judicious advertising.

MINT;¹

Its Early History and Modern Commercial Development.

By A. M. TODD,
 Kalamazoo, Mich.

AS a citizen of Michigan, I voice the universal sentiment in welcoming you to our State, knowing that your deliberations will advance the public good and will give fresh impulse to the study and practice of pharmacy, chemistry and the allied professions and arts.

When, nearly a century ago, the pioneers of a new civilization were blazing the boundaries of our commonwealth, they were filled with admiration for our magnificent forests, beautiful lakes and streams, and fertile soil, and they fittingly chose as the official motto to be engraved on the seal of our State the words, "*Si quis peninsulam pulchram circumspice*" (If you seek a beautiful peninsula, look around you).

With a coast line approximating 2,000 miles, the genial climatic influence of the great lakes was early recognized as giving to aromatic plants and fruits a rare delicacy of flavor, which early gave birth to the famous "Michigan Fruit Belt" along our Western coast. It is accordingly quite natural that upon these rich and fertile plains, with such happy environments and gifts of nature, is found the home of the world's peppermint industry.

EARLY HISTORY.

"Mint" was among the plants first recognized as of value by the ancients and by them given a specific name, and many interesting references to it are found in the earliest known literature. Its extreme antiquity is attested by the fact that it was known in Greek mythology, where it was given a birth both romantic and immortal in connection with the amours of the gods. "Minthe" (*Μινθη*), a beautiful girl, had won the affections of Hades (Pluto), and in a fit of jealousy was transformed by Ceres into the plant which was then given her name, from which followed the Latin "mintha," "mentha" and "menta." Evidencing the widespread belief in this legend, there still exists under this same name in Pylos, the hill (Mount Mintha), upon which the transformation occurred, and at the base of the mountain was, in ancient times, a grove dedicated to Ceres and a temple to Hades. This romantic tradition is recorded by several classic writers, among whom are Strabo (Geographia, liber 8), Julius Pollux, and others.

Probably the earliest reference to mint preserved in the writings of the ancients is in the works of Hippocrates, the most celebrated physician of antiquity, born about B. C. 460, who among other things mentions it as an excitant to amor. A very interesting reference is found in the writings of Aristotle, born B. C. 384, who mentions its well-known cooling and soothing effects, as well as its antiseptic properties. Theophrastus, the successor of Aristotle, in his "*ιστορία περί φθών*," (2) *Ἡδωσμος* (History of plants), also mentions mint, but under the newer name ("Eduosmos") (fragrant, or sweet-scented.) We are told by Strabo and other classic writers that this new name was given it since many of the Greeks desired the plant to have a name suggesting its fragrance, and the new name seems to have been adopted by most of the later Greek classic writers, as well as in the Greek gospels of Matthew and Luke. Pliny, however, in his "*Historia Naturalis*," states that the Romans preferred to retain the more romantic and ancient name.

One of the most interesting references to mint in ancient writings is the recorded utterances of Jesus, where, in Matthew XXII, 22, he says, "Ye tithe the mint, anise and cummin." The same passage in Luke XI, 42, reads, "Ye tithe the mint and rue and all manner of herba." In both the original Greek gospels the later name "sweet-scented," is used. It is worthy of note that mint is the only herb mentioned in both gospels, and it would hence seem to be the most prominent of all known herbs; and the fact that the laws provided for taxes to be paid in it would indicate that it may have been regularly cultivated in Palestine at that time.

A most interesting account of mint is given by Pliny (23-79 A. D.), in his "*Historia Plantarum*" (liber XIX, cap. 8); also in liber XX, cap. 14. Among other things he mentions the means of propagation, and that on account of its pleasing odor it was used in banquets, and notes also its well-known medical virtues. Ovid ("*Fasti*," 2) speaks of mint as having magical power.

"OBSUTUM MENTA TORRET IN IGNE CAPUT."

Unfortunately, neither time nor space permits more than a very brief reference to the writers following the Christian era. The great physicians, Galenus (liber VI) and Celsus (liber IV), who both flourished in the first century, Dioscorides in the second century (liber III, cap. 35-36), and the celebrated Arabian Avicenna (A. D. 980-1037), all were well acquainted with mint and recorded the virtues for which it is to-day prized. In his celebrated book, "*Liber di Arti Distillandi*" (published in 1500 and which was followed with enlarged editions with very many rare plates illustrating the art of distillation and pharmacy), Braunschweig mentions five species of mint—*M. crispa*, *M. aquatica*, *M. rubra*, *M. balsamica* and *M. sarenica*—but it is difficult to recognize them all with precision.

The first printed allusion to mint in the English language which I have yet found is in the famous "breeches" Bible, printed in London in 1597 (which derives its name from the rendering of Genesis III, 7), "They sewed figge-tree leaves together and made themselves breeches." In this edition the utterance of Jesus, already referred to in the Greek, reads, "Ye tithe mynt and annyse and cummyn." In the following year (1598) appeared the splendid folio edition of the works of Matthiolus (3), which included the writings of Dioscorides, etc., with annotations. In this work 17 species of mint are noted and nine important species engraved, viz.: 1. *Mentha*. 2. *Mentha altera*. 3. *Mentha crispa*. 5. *Mentha græca*. 6. *Calamintha*. 7. *Calimntha magno flore*. 8. *Calamintha montana*. 9. *Calamintha aquatica*.

"Gerrarde's Herball" (4) (London, 1633) gives a very interesting description of the various species known to the writer (pages 679-686), with engravings of 19 varieties, including the "calamints." These are as follows: *Mentha sarivarubra* (Red garden mints), *Mentha cruciata*, *sive crispa* (croffe mint, or curled mint), *Mentha romana* (speare mint), *Mentha cardiaca* (heart mint), *Mentha spicata altera* (balsam mint), *Mentha aquatica*, *sive sisymbrium* (water mint), *Calamintha aquatica* (water calamint), *Mentastrium* (horse mint), *Mentastrium niucum anglicum* (partly colored horse mint), *Mentastrium minus* (small horse mint), *Mentastrium montanum l. clusii* (mountain horse mint), *Mentastrium tuberosa radice clusii* (turnip rooted horse mint).

In Parkinson's "*Theatrum Botanicum*, or Theater of Plants," (5), published in London in 1640, very interesting descriptions of mints and their uses are given (pages 30-38), with engravings of 12 varieties, named as follows: *Mentha romana angustifolia sive cardiaca* (heart mint, or speare mint), *Mentha cruciata* (croffe mint), *Mentha crispa* (scispe or curled mint); *Mentastrium hortense sive mentha sylvestris* (the manured wild mint), *Mentastrium niucum anglicum* (white mints or partly colored mints), *Mentastrium montanum sive pannonicum* (Hungarian wild mints). The following species are given under the heading of "*Calamintha*: *Calamintha vulgaris* (common calamint), *Calamintha montana præstantior* (the greatest calamint, or mountain mint), *calamintha arvensis verticillata sive aquatica del* (field calamint with whorled coronets), *Calamintha minor incana* (small calamint).

The first reference to any of the mints under a name suggestive of "peppermint" appears to be in the "*Synopsis Stirpium Britannicarum*" (second edition), by Ray, in 1696, his attention having been called to the plant by Doctor Eales, who had noticed it in Hertfordshire. In this work Ray describes it as "*Mentha spicis brevioribus et habitioribus, foliis, mentha fuscae sapore fervido piperis*," and in his "*Historia Plantarum*" (1704, Tom. III, 284), he refers to it as "*Mentha Palustris*." "Peper-Mint." Afterwards Linnæus gave it the name "*Mentha Piperita*," by which it is now universally known. It is stated that Ray's original specimen, which is still in the British Museum, agrees practically with that under cultivation.

¹ Read at the meeting of the American Pharmaceutical Association, held at Mackinac Island, Mich., August, 1903.

Peppermint also appears to have been grown on the continent at Utrecht as early as 1771, having been mentioned by the botanist Caubius that year (6). It was also known in Germany, and renewed interest was awakened in it through the writings of Knigge (7). It became first official in the London Pharmacopoeia in 1721, as "*Mentha piperitis* sapore."

It is well known that the "mints" have the power of modifying their botanic structure and the flavor of their essential oil by changes in soil, climate, the class of fertilizers used, and methods of cultivation. In this connection I might mention the fact that the Mitcham peppermint plants which I imported from England about 20 years ago have already commenced to show modifications in structure, and the flavor of the oil has in the meantime undergone a change approximating more closely that of the original American variety.

When visiting the Yosemite Valley, California, famous for its magnificent scenery, a few years ago, I found a species of mint growing there indigenous, resembling *Mentha canadensis*. No peppermint had ever been cultivated within a thousand miles of this valley, and it is interesting to speculate as to whether this may have been one of the earliest forms of the *Mentha* genus. The flavor of this plant resembled that of pennyroyal (*Mentha pulegium*) rather more than peppermint.

The cultivation of "mint" appears to have been conducted in Japan centuries before the industry had assumed a commercial status in Europe, and though no authentic records to that effect are to be found, it is said to have been known in that country for over 2,000 years. The methods of distillation are extremely crude, and the variety of plant grown differs both in botanic structure and in the flavor of its oil from the true peppermint plant. The Japanese plant is *M. arvensis*, and appears such as might be expected from a hybridization of *Mentha viridis* (spear mint), and *Mentha canadensis*. The oil is very inferior in quality to that of *M. piperita*.

COMMERCIAL HISTORY.

The cultivation of peppermint began at Mitcham, in Surrey, England, about the year 1750, where at that time only a few acres of ground were devoted to medicinal plants. Fifty years later the area under cultivation was about 100 acres, but the growers having as yet erected no distilleries the plants were still carried to London for distillation. The industry in England reached its maximum just a century after its inception, the area under cultivation being about 500 acres, after which it began rapidly to decline, owing to American competition, being reduced during the next 15 years to about 250 acres. When visiting the English peppermint fields, I found the plants less robust and thrifty than in America, which is in part due to our more fertile soil and improved appliances for cultivation and distillation.

The inception of the industry in America was in 1816, when Mr. Burnet collected a quantity of plants on the shore of a stream in Wayne County, State of New York, and distilled therefrom about 40 pounds of oil. From this small beginning the industry developed, until Wayne County, N. Y., soon became the chief peppermint-producing section of the world, and was for many years famous for the quality of its product. In the year 1835 the first peppermint was planted in Michigan, in St. Joseph County, on White Pigeon prairie, the first distillery being erected the following year. The distilleries first built in Michigan resembled those of Wayne County, which in turn resembled those of England, the essential features being a copper still, into which the plants were placed, immersed in water, under which a fire was directly built, the escaping steam being condensed in a crudely constructed "worm," or condenser. Many years ago the production of peppermint oil in Wayne County, N. Y., was in some years as great as 50,000 pounds, but owing to the more favorable soil found in Michigan and our improvements in distilleries and methods, the production has been reduced to about 5,000 pounds. Peppermint was also cultivated for some years in Ohio and some more Southern States, but in all these States it has been for some years abandoned.

IMPROVEMENTS IN DISTILLATION.

In 1846 a radical improvement in the form of distillery was effected in Michigan by substituting for the "copper kettle still" large wooden vats with steam tight covers, operating upon hinges, allowing them to be opened and closed at pleasure. A short distance above the solid bottom of the vat was placed a perforated removable bottom, upon which the dried plants were closely packed, after which the cover was closed down, distillation being effected by the ingress of steam under the perforated bottom, by means of a pipe with valves connected with a steam generating boiler placed some distance away. Two of these vats were placed in each distillery. With this improvement it was possible to keep continuous fires in the furnace, also to allow distillation to progress constantly and uniformly, since the ingress of steam is regulated by valves and pressure gauges. Under the new system the yield of a

single distillery increased from 15 pounds to about 50 or 70 pounds of oil per day, also producing a higher quality, since the danger of forming empyreumatic products by direct contact with the fire was overcome. The size of the vats has gradually increased, and in the four newest distilleries erected on our farms, each distillery has four vats, with a capacity of about 4,000 pounds per vat for each charge. Proportionately large steam generating boilers are necessarily required, and we have introduced "steam cranes" for handling the plants. The distilled charges are spread on the ground to dry, afterwards being removed to barns to be fed to horses and cattle. Improved tubular condensers covered with noncorrosive metal are used. When the weather is favorable and the plants are well covered with leaves and blossoms, we have occasionally distilled over 1,000 pounds of oil per day in a single distillery. We have three such distilleries at "Campania Farm."

SOIL.

Peppermint is now most successfully grown on land which centuries ago formed the bed of ancient lakes, in which various aquatic plants grew luxuriantly, whose gradual decay during many centuries formed a rich black soil of decomposed vegetation. After the subsidence of the waters, trees of various kinds sprung up, so that the lake bed often became a forest. Additional soil was formed year by year by the falling leaves and decaying trees, until a thickness sometimes of over 20 feet of soil was created. This soil is usually jet black and extremely rich and fertile. Lying relatively low, it is necessary to thoroughly drain it, which involves much expense. At Campania Farm it was necessary to construct over 10 miles of canals and ditches, including the straightening and enlargement of a natural water course, which should serve as an outlet for the smaller drains. At Mentha Farm we are now constructing about 15 miles of drains, including a canal 4 miles in length. This system will be so arranged as to be used for drainage when there is an excess of moisture, and for irrigation when more moisture is needed.

Owing to the soft and yielding nature of this soil, it is usually impossible for horses to work upon it during the spring months or after excessive rains, except they are provided with "mud shoes," which consist of pieces of wood about 1 inch in thickness, 9 inches wide and 11 inches long, fastened by clamps under the ordinary metal shoes. In the spring the water is scarcely 1 foot below the surface of the soil, and in the driest months it seldom recedes more than 4 feet below the surface. In the vernacular, this soil is frequently known as "muck." It is rich in carbon and can be converted into compressed fuel briquettes. This new use is now attracting wide interest in America.

PLANTING AND CULTIVATION.

The ground, having been made ready by plowing the preceding year, is harrowed early in the spring to reduce it to a mellow state, being then marked with furrows about 3 feet apart. Workmen carry in sacks slung over their shoulders a quantity of the "root stocks," which have been produced from the planting of the preceding year. These are about ¼ inch diameter and from 1 to 3 feet in length when in healthy state. They are placed lengthwise in the furrow by the workmen, who cover them with earth by a movement of their feet as they walk astride the row. An experienced workman can plant from ½ to 1 acre per day, according to condition of soil, roots, etc. With unfavorable conditions a smaller quantity is planted. With good weather the plants commence to appear above the ground within two weeks, but new plants continue to form for several weeks later. Cultivating with horses begins within a few weeks after planting, for which purpose cultivators are used having many fine teeth. These are immediately followed by men with hoes, who remove the weeds and grass which the cultivators have left. This process is continued until the plants have become so large as to render cultivation unnecessary, which usually occurs in July, at which time fresh root stocks have commenced to be thrown out, which during August and September will entirely cover the ground. The crop thus grown for the first time is known as "new mint." In the meantime the fields which were planted the preceding year have thrown up a "second" crop, or "old" mint, without replanting, and, being earlier in the ground, mature sooner than does the "new." Harvesting begins when the plants have approached maturity, which is indicated by the appearance of long purple blossoms at the extremities of the stems, the leaves being well charged with oil, and those nearest the base of the parent stalk beginning to turn yellow and drop to the ground. It is at this season that the plants produce the highest quality of oil.

HARVESTING AND DISTILLATION.

To prepare for distillation the plants are mowed and allowed to dry in the sun a little less than hay is usually dried, it

being desirable that as much "curing" shall be done as may be effected without the loss of the leaves and blossoms in handling. Distillation is conducted with much greater rapidity, and a better quality of oil results when the plants are well dried; but if too dry, a serious loss of oil occurs by abrasion. It was long supposed that a loss occurred by diffusion in the atmosphere through drying, on which account many growers drew the plants to the distillery in the green state, in which condition it requires fully twice the time for the extraction of the oil, besides much additional expense in handling the extra weight. The longer steaming also injures the quality by depositing resin in the oil extracted from the stems. It is found that the drying of the plants produces a physical condition of the leaves which causes the oil cells to be easily ruptured by the steam, and distillation more quickly accomplished. It is of extreme importance that the entire crop should be distilled as quickly as possible after maturity.

To determine this question I made a careful experiment many years ago, as follows: Equal areas of ground and equal quantities in weight of plants growing side by side were cut down at the same hour, near mid-day, when the plants contained no abnormal moisture. Half the plants were immediately distilled. The other half were dried in the shade for six months, losing 49.4 per cent. in weight. It was found that no loss whatever of oil occurred by excessive drying, as the oil is held in microscopic cells which nature has thoroughly sealed.

The plants, having been thoroughly dried, are drawn to the distillery and are placed at once in the distilling vats. If well dried and a sufficient supply of steam is passed through them, distillation may be effected in from 30 to 40 minutes, but in the case of undried plants, or those upon which cold rains have fallen, two hours is frequently required. Steam is admitted at the bottom of the vats, the constant pressure forcing it upward through the plants. The heat expands and ruptures the oil cells, and the oil, being thus carried away with the steam, passes through the condensers, flowing thence into a receiver, where separation occurs by gravity. Harvesting and distillation are affected in America during August and September.

In the very comprehensive and valuable work on "Volatile Oils," by Drs. E. Gildemeister and Fr. Hoffmann, may be found a number of illustrations representing scenes in peppermint harvesting, etc., as well as much data regarding the industry.

The yield of essential oils varies greatly. With plants well supplied with leaves and blossoms and under favorable conditions of weather, I have obtained 9 to 10 pounds of oil from 1,000 pounds of plants, but with unfavorable conditions, less than 1 pound. The year 1902 having been exceedingly unfavorable, the yield of oil was the smallest for many years.

A fair estimate of the average annual production and consumption of American peppermint oil may be placed at 200,000 pounds per annum, although it is estimated by some at a higher figure. It is certain that the amount sold as "oil of peppermint" is much greater than the quantity named, being increased by adulteration. Owing to the reduced crop of the past year, adulteration has existed recently to an alarming degree. E. J. Parry, B.Sc., F.I.C., in a report published in the *Chemist and Druggist*, London, December 6, 1902, gives the tests of ten samples all represented as pure, but none of which were pure, and the extreme adulteration in most of the samples is readily seen by their sp. gr. and optical rotation. Some are sold under spurious labels, with fictitious names of persons claimed as distillers to hide the identity of the adulterators. I am glad to state that measures have been inaugurated for disseminating information regarding quality, tests, etc., which it is hoped will result in materially checking adulteration.

Peppermint in the pure state is highly agreeable and beneficial, and its consumption during the past 20 years has doubled, owing to new uses which have been found, and an increased use for those purposes to which it had already been applied. It is estimated that about 40,000,000 pounds of peppermint plants are produced annually in Michigan within a radius of 75 miles from Kalamazoo, yielding on the average about 200,000 pounds essential oil. About one-half of this is consumed in America, the remainder being exported, chiefly to Europe.

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DEVELOPING THE PRESCRIPTION DEPARTMENT THROUGH THE GOOD WILL OF THE PHYSICIAN.

By JOSEPH F. HOSTELLEY,

Collingdale, Pa.

HE is a wise, success-courting druggist who develops his prescription department through the good will of the physician. While some doctors prefer not to direct their prescriptions to any one particular store, the majority may be influenced. Of course, some of these, who promise great possibilities toward the development of the prescription department, will direct where their prescriptions should be filled only on the patient's request, and then, possibly, it is "to any good store like Blank's." But even that evasive patronage gives an impetus toward the development of this particular prescription department that gains force and a far-reaching effect through the patient repeating to others the doctor's evident preference for this store. But many physicians with preferences are more outspoken. Then, there is the prescription blank bearing the druggist's card, to many patients the tacit approval of the physician, not to be ignored.

ADVERTISING THE PRESCRIPTION DEPARTMENT TO THE PUBLIC

will never assure its development without the good will and favorable consideration of the physician. To win this there is no more surer way than by showing personal interest in the physician, emphasizing it by personal meetings with him arranged with a view toward engendering and establishing good will and a friendly relationship.

In a restricted field like this oral advertising is often a far greater force than the power of the printer or the pen. This is the result of a personal equation and the natural affinity between the tongue and the ear. A direct, personal appeal will often effect what printed or written words would never accomplish. There is no personality in type; none of the peculiar subtlety of speech; nothing that will so positively create an opinion as the words of the mouth. Every nation has its consul; every corporation has its agent; every business has its drummer. The affairs of State and the interests of the company or the individual adjust themselves to conditions and circumstances quickly, and with less friction when man meets man and each may speak his views. When the druggist meets the physician in person, if he be at all pleasing and diplomatic in address, good will is assured and the prescription department favored.

VALUE OF THE PERSONAL INTERVIEW.

Few druggists properly appraise the personal interview. In the development of the prescription department too many pin their faith to a few prescription blanks with their names on, an occasional blotter or folder, or possibly to their diplomas and fine store fixtures. The druggist doesn't meet the doctor frequently enough in person. He should meet him at frequent periods for business talks, and as often socially as opportunity offers. He should bid for professional friendship and co-operation. It is the druggist in whom the physician feels the confidence and sympathy due a friendly member of an allied profession who profits by his prescription writing.

When some question about a prescription or a remedial agent is to be referred to a physician, do not send a junior clerk to his office with instructions to ask Dr. Smith about this or that. Go yourself. And be thankful that the opportunity was offered for a meeting with the doctor in his office, no matter if he be a frequent caller at the store. Meeting its principal under various circumstances, upon different professional and social occasions, increases the interest and good will the physician feels toward him, and keeps his store and its prescription department always in mind. It is a great mistake for a druggist to frown and scold about the enigmatical prescription he occasionally receives. He should be grateful to the "pen that slipped" for affording no better opportunity than this for bringing his prescription department forcibly to the notice of a prescription writer. If all occasions like this that might be made to contribute materially toward the development of the prescription department are duly appreciated by a druggist, he will wish for "slips of the pen" and illegible chirography from more than one doctor in town.

IT IS PROFESSIONAL INTERCOURSE

that brings the druggist into closer touch with the doctor, and establishes between the two congenial relations, a bond of co-operation and good will. Mutual interest and dependence es-

establish a professional and social affinity and fellowship. And it behooves the druggist to encourage co-operative relations, to bid high for them. And one effective way to do the bidding is to go right to the doctor's office, and to go often. With the motive of these visits always in mind, and the reason for going strong, an excuse for calling on him will suggest itself readily and often. Possibly an advance in the price of some drug or proprietary preparation he has been prescribing makes necessary a corresponding increase in prescription charges. This opens the way to an interview. Do not make the change in your charges and say nothing. The doctor may learn of this and feel that some undue advantage is being taken of himself or of his patients. Should some change be effected in the marketed size of a proprietary preparation which is a favorite prescription with a certain doctor, apprise him of this fact. The knowledge may prove of mutual advantage. If it be possible to buy in bulk some preparation he has frequently prescribed, determine whether or not he is likely to use sufficient of it to warrant the expenditure. Do not invest on your own judgment if he be its sole consumer. Many profitless ventures are made this way. And many opportunities lost for coming into closer touch and professional intercourse with physicians. To allowing a little opportunity like this for knowing the doctor better and letting him know you to go by, may mean the loss of many prescriptions.

Meeting the physician frequently the druggist is oftentimes given an opportunity to prepare some preparation for him that he will use on prescription. The doctor may have a formula in mind he would like compounded, or the druggist may suggest one to him. In conversation the doctor may learn that this druggist is doing something in a way that is different from the commonplace, and so pleasing to him that his interest in the druggist and his store is doubled. Little courtesies shown to a doctor's patients at the store may be brought to light that also please him.

MEETING THE ODD-QUANTITY NUISANCE.

It is not always eccentricity that prompts a doctor to repeatedly prescribe to the druggist's disadvantage odd quantities of certain proprietary preparations. Very often, not knowing in bottles of just what volume a certain preparation is marketed by its manufacturer, a physician will prescribe it in quantities that invariably leave broken bottles, possibly only an ounce or so, that deteriorates before the next prescription for it is received. When a physician makes a practice of odd-quantity writing, to the pecuniary disadvantage of the druggist, he (the druggist) owes it to himself to very gently and respectfully remonstrate. Many physicians are unfamiliar with the marketed sizes of certain proprietary preparations they prescribe. And when this unfamiliarity means profit lost to the druggist, certainly it is the duty of the latter to respectfully ask for quantity specification more advantageous to himself. It would be a doctor of small caliber, indeed, that would take exception to a request so indubitably justified. The average physician will accept such a suggestion kindly, particularly if it be pointed out that in odd-quantity prescribing that occasions lost profit to the druggist there is justification for extra charge on a prescription as a policy of insurance against loss. Some druggists dispense a full package of a proprietary preparation on a prescription for the greater part of a bottle. Many do this when the prescription is for a seldom prescribed article. But it seems when the druggist aims to co-operate professionally with the doctor that a course—equally self-protecting—more courteous and more fraught with good-will than this might be taken. It is a golden chance for a talk with the doctor on some topics of business that promise to leave a compensative remembrance of the druggist in the doctor's mind. Recently, in the writer's hearing, a druggist murmured against a local practitioner who invariably prescribed 11 ounces of a certain proprietary preparation, leaving 1 ounce in the original bottle to spoil before the next prescription for the same article was received. But a word to the doctor never suggested itself. And an opportunity for coming into closer touch with the physician by seeking a motive for such very peculiar prescribing was not taken advantage of.

IT PAYS TO HUMOR THE WHIMS OF DOCTORS.

In a store in which the writer took up the A, B, C of the drug business prescriptions were frequently filled from a "crank" adverse to the trituration of calomel. So pronounced were his views on this point, his directions were most emphatic that calomel prescribed by him was never to be triturated. One of his favorite prescriptions was for 24 powders containing calomel, sodium bicarbonate, Dover's powder and sugar. And—this is the point of the story on which our moral hinges—each ingredient was to be divided separately. In this store these exceptional directions were observed to the letter, and an extra charge made for each prescription of the kind, but it

seems, from things the doctor said, that all druggists receiving these odd and troublesome prescriptions did not give them just the same consideration, with the result that we were greatly favored with them. And with many other of the doctor's prescriptions, patients being directed to this store who lived at quite a distance. Humoring a whim of this eccentric prescriber contributed appreciably toward the development of the prescription department. The moral is plain: Humor the eccentric prescriber. There may be no science or virtue in his whimsical ideas, but it is not well to criticise him. If he insists upon a certain method of compounding, peculiar and illogical though it be, gain his confidence and good feeling by following his directions, and let him contribute toward the growth of the prescription department.

CONSULT THE PRESCRIBER ABOUT STYLE OF PRESCRIPTION BLANKS.

Prescription blanks to the doctor, if intelligently given, go a long way toward the development of a prescription patronage. But they must be selected and bestowed with intelligence. They should be the proper kind at the proper time. And the most logical way to predetermine the fitness of a certain style in mind is to consult the ideas of the prospective recipient. Either go to him, or wait until he comes to you, if he be a frequent caller, and talk the subject over with him. Show him specimen blanks and request a selection as a guide to the printer. Do not suggest hundreds of cheap blanks. Be more moderate in numbers and less modest in expenditure. He may use all the first-class blanks you give him to your advantage, while possibly he would not write a single prescription on second-class ones. While detailing physicians the writer has on several occasions been shown prescription blanks in considerable quantity that would not be used at all, either because they did not meet the doctor's standard, because they were of a shape or size ill suited to his handwriting or his pocket case, or because of some discrepancy that showed palpably that the doctor's taste was not consulted when the blanks were prepared. They were simply gotten up on a guess, or according to a stereotyped form of some local job printer, who could not have been much of an expert on handbills. It is a great mistake to give a doctor anything cheap. Especially something that it is intended he should keep and carry with him for a time. It is far better to give him little, and let that little be of the best, than to be liberal in quantity and stinting in quality. If in the selection of blanks for a physician you hazard your own judgment against his choice, there is a possibility of your venture going so far wrong that few, if any, of the blanks will be used. About the same time or a little later the doctor may receive a quantity he likes better; just prior to the receipt of your blanks he may have thought of a change in office hours; the addition of some note to the druggist may have suggested itself for his next blanks, directions about refilling, copy, formula on the label or something of the kind. And he may not care to dispose of all your blanks before carrying his ideas into effect, so, possibly, he uses none of them. It is a very simple procedure to surely offset any such pecuniary loss and gain the doctor's contributions to your prescription department. Simply consult his ideas before carrying out your plans. Ask his choice of type, color and size of blank, the reading matter long way of the paper or across it, and the wording on the blank. And then don't make your own name the most prominent feature of the blank. True, you want the investment to net you a profit, but in all probability your percentage of gain will be just as great with your name on the blank small and unobtrusive. And then there is less likelihood of displeasing the doctor with what he may think a too palpable advertisement that may suggest to his patients a relationship between the doctor and the druggist for monetary designs.

GET CLOSE TO THE PHYSICIAN.

It is natural to feel a closer association with any one with whom you do business, even indirectly, if you meet the principal of the business occasionally. The druggist who meets his physicians often, always with something to ask, something to tell, or something with a professional bearing to exhibit becomes interesting to them. So much so, indeed, that the man who simply attends to business, religiously at his post, receiving duly, but never seeking, is somewhat overlooked, although he may be just as good a druggist as the man who has made himself so much more interesting. You know yourself, my druggist reader, that you have given many an order to a drummer because he came to you and pleased you in some way. And is it not just as natural that a physician should favor you with his prescriptions and in other ways because you please and interest him? This matter of getting down to the kernel of the doctor's interests and pleasing him in little things is often not appreciated to its true value. The detail man makes a study of it, and it pays him.

THE ANTIDOTAL ACTION OF ALCOHOL IN CARBOLIC ACID POISONING.

BY PHILIP ASHER, Ph.G., M.D.

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AT a previous meeting of this society the question for discussion was, Upon What Special Characteristics Do the Antidotal Properties of Alcohol, Glycerin, etc., Depend in Carbolic Acid Poisoning? By some they were deemed purely physical, while others regarded them as chemical. In order to determine the matter the writer undertook a number of experiments, and such as have a special bearing on the subject are now considered.

In experiment No. 1 just sufficient alcohol was added to the carbolic acid to prevent crystallization of the latter when the mixture was reduced to 0 C. A drop of this mixture when placed upon the skin produced an eschar within one minute, while a mixture of equal volumes of carbolic acid and alcohol caused no eschar. The carbolic acid used in these experiments had a boiling point of between 179 and 180 degrees C., and a melting point of 35 degrees C.

In experiment No. 2 equal volumes of the acid and the alcohol were distilled in a distilling flask. Boiling began at 80 degrees C. (about the boiling point of alcohol). When the alcohol was entirely removed the residue showed a melting point of 35 degrees C. This experiment showed that the carbolic acid and alcohol were in a state of mixture merely, as chemical union would have been accompanied by a change in the physical properties of each or all of the factors.

The point was raised by the supporters of the chemical theory that the special antidotal effect of alcohol on carbolic acid is due to the fact that the acid is in a chemical sense an alcohol. The truth is, however, that carbolic acid (phenol) belongs to an entirely distinctive class of alcohols, a point which was disregarded by the supporters of the chemical theory, although it had really no special bearing one way or another upon the question of the antidotal properties of the acid.

As the next experiment depended largely upon the question of solubility, a few notes on the solubility of carbolic acid and glycerin will show the importance of this question. It should first be noted that carbolic acid is very soluble in alcohol, ether and glycerin, whereas glycerin is insoluble in ether.

In experiment No. 3 equal volumes of glycerin and carbolic acid were used, resulting in perfect solution, but the glycerin was completely thrown out upon the addition of three volumes of ether. If chemical union had taken place between the glycerin and acid the compound could not have been so readily broken up upon the simple addition of ether, and, as we all know, chemical change is accompanied by a rise in temperature which was absent in this case.

The ethereal solution from the above experiment had a boiling point of 38 degrees C., and the residue after the separation of the ether, consisting of carbolic acid, a melting point of 35 degrees C., with a boiling point the same as the acid originally used. The factors in this experiment, as in that of No. 2, were unaffected in any of their properties, which seems to furnish additional proof of the purely physical nature of the changes.

Thus far, mention has been made of carbolic acid, which is a monatomic alcohol belonging to the aromatic series and having as its base the radicle (C₆H₅), known as phenyl. Common grain or ethyl alcohol is also a monatomic alcohol, but of a different class from the former. It is the second alcohol of the paraffins, having the formula (C₂H₅) OH, the base or radicle being "ethyl."

Glycerin differs entirely from either of the two foregoing. Although it is classed with ethyl alcohol it differs from the latter in being a triatomic body—i. e., it contains three (OH) radicles, whereas both carbolic acid and ethyl alcohol contain only one. The formula for glycerine is C₃H₈ (OH)₃.

Another alcohol also possessing antiseptic properties, but milder in its action than phenol, is resorcin. It is an aromatic alcohol, but of the diatomic type, containing only two (OH) radicles. Its formula is C₆H₄ (OH)₂, and is known chemically as metadihydroxybenzol. Equal parts by weight of resorcin and phenol make a clear solution, which is not wholly devoid of escharotic effects. This mixture possesses a boiling point of about 195 degrees C., and the first portion of the distillate consisting of carbolic acid melts at 35 degrees C. The residue had a melting point above 115 degrees C., and corresponding to the properties of resorcin.

From the foregoing experiments the following conclusions may be stated: 1. The physical or chemical properties of the in-

dividual bodies were not affected and consequently chemical change did not take place in any instance. 2. The antidotal power possessed by alcohol and glycerin depends largely upon the state of dilution. It is well known that a drop of sulphuric acid applied to the naked skin will produce an eschar, while the same quantity of the acid applied in a diluted state has no such effect. In addition to the property of dilution alcohol possesses dehydrating and astringent properties sufficient perhaps to prevent absorption of the acid by the tissues.

THE FORTHCOMING PHARMACOPOEIA.

An editorial article in our last issue called attention to the features of the forthcoming eighth decennial revision of the United States Pharmacopoeia. Some of the proposed changes in the work are described in a report made to the American Pharmaceutical Association by Dr. R. G. Eccles, the chairman of the A. Ph. A. Committee on Revision of the Pharmacopoeia, as follows:

SYNTHETIZED PRODUCTS.

In synthetic remedies the committee first selected 20 of the best known and most important and then, after more thorough study, reduced the number to about 15. No copyrighted names are to be given. Your committee would suggest to the revisers that they carefully consider the recent rulings of courts in this connection, if they have not already done so, before finally adopting this plan. In the lanolin and other decisions it was held by the court that if a patented article has become popularized under a certain name that that name is public property as soon as the patent expires. To give such articles a pharmacopoeial name prior to the expiration of the patent would be to permit the holder of the patent to hold a monopoly of the popularized name, thus defeating the very object aimed at by the committee in excluding such a name from the Pharmacopoeia. Rather pursue the opposite course by adopting the firm name—copyrighted or not copyrighted—this taking away from them their practical monopoly as soon as their patent expires.

ANTITOXIN, SERUMS, ETC.

A special commission of bacteriologists has been appointed to fix upon some satisfactory standard for these, and until this commission has made its report it will remain an unsettled question as to how these shall be cared for in the new volume. What is being sought for is a test sufficiently simple for any intelligent pharmacist to be able to use it in his pharmacy and that will not take but a few minutes to perform. At present there is a complaint that the products of the various laboratories vary very widely in their strength. The most reasonable suggestion which your committee has been offered, and which it is hoped will either be adopted or superseded by a better, is that of Dr. Hubbert, of Detroit, Mich. He suggests that a standard toxin put up in ounce bottles bearing a stamp giving the exact amount necessary to neutralize a unit of antitoxin be supplied to druggists by the Congressional Committee having in charge the testing of biologic products. All such bottles would be made to conform to a common standard kept by this committee. These test toxins should be kept in a cool place away from light and used on serum supplies as bought. A serum of proper strength should only take a definite amount of this test solution to make a safe injection for a guinea pig of a definite weight. If a standard amount of the serum does not neutralize a minimal fatal dose of the toxin, when it is injected into the guinea pig, it will kill it. Such a serum is to be rejected by the pharmacist as unofficial. With a test of this kind available to every pharmacist, even if one in a thousand never tried it, the few who did would keep up the standard because the manufacturers would know that a watch was kept upon their goods. The mere fact of the existence of a common standard would cause honest makers to produce goods of uniform strength without any other compulsion.

TINCTURES.

At the recent international pharmacopoeial convention at Brussels it was decided that all potent tinctures be made to represent 10 per cent. of the crude drug and that every Pharmacopoeia in the civilized world be made to conform to this standard as quickly as possible. The United States Pharmacopoeia will be the first to set the example, and, so far as tincture of aconite is concerned, it was most in need of such a change. Our tincture is now 35 per cent., that of France 20 per cent., of Germany 10 per cent., and of Great Britain only 5 per cent. This is an exceedingly dangerous condition of things, particularly for a progressive country like ours, where medical journals are constantly copying and abstracting medical literature from foreign journals. A British prescription calling for tincture of aconite, if of maximum strength, would

¹Read before the Orleans Parish Medical Society, New Orleans, La., August 22, 1903, and contributed for publication in the AMERICAN DRUGGIST.

be seven times stronger if compounded with the American tincture, and might prove fatal. A British physician prescribing aconite in this country and failing to notice the difference in standards might seriously injure his patient without being conscious of the fact. As soon as the new Pharmacopœia appears, pharmacists and physicians will have to remember that in prescriptions calling for two minims of the old tincture, seven minims of the new must be used. The present tincture is three and one-half times stronger than the new tincture will be. The change in other tinctures will be less marked. The tinctures of cantharides and strophanthus will be of double their present strength; the tinctures of belladonna leaves, colchicum, digitalis, nux vomica, gelsemium, hyoscyamus, cannabis indica, physostigma and stramonium seed will be reduced to two-thirds of their present strength; tincture of veratrum viride will be reduced to one-fourth of its present strength; tincture of lobelia will be half its present strength; but tincture of opium will remain unchanged. All of the non-potent tinctures except two will be made to represent 20 per cent. of the respective drugs from which they are produced. The two exceptions will be the tincture of sweet orange peel and a new tincture of lemon peel, both of which will represent 50 per cent. of the fresh rind from the fruit.

SYRUPS.

The principal change made in the syrups is the increase in the amount of sugar called for in a number of them. By such addition of sugar the keeping quality in warm weather is increased and they receive a better body for use where insoluble remedies are to be suspended in them. The most radical change is that made in syrup of tar. The use of boiling water and glycerin is abandoned. By the use of carbonate of magnesia and clean sand the tar is taken up by the water and, after filtering, the sugar is added. Syrup of the iodide of iron, instead of containing about 10 per cent. of ferrous iodide, will, in conformity with the instructions of the Brussels international convention, probably be reduced to 5 per cent. When so reduced it is claimed that it will be more stable under exposure than it is at present. The syrup of the phosphates of iron, quinine and strychnine darken very much when standing in the stock bottle. As dispensed in various stores its color is markedly different according to its age. If fresh it is fairly clear. If long kept it may be very dark. In order to overcome this difficulty it is proposed to keep a solution of the salts and alkaloids in glycerin. When the syrup is called for, equal parts of the glycerin solution and of simple syrup are to be added together and dispensed. When thus kept and the syrup thus extemporaneously prepared just as called for it can always be sent out quite clear and free from precipitates.

ALCOHOL.

The title deodorized alcohol will be abolished and alcohol will hereafter be the article formerly known as deodorized. Absolute alcohol and diluted alcohol will remain as they now are.

GRANULAR EFFERVESCENT SALTS.

New methods for preparing these are to be given. They are to be dried on a glass plate in a small tin bake oven such as the acme, costing in the neighborhood of \$1.50. This oven is to be put over a gas or oil jet and heated to a definite temperature through the aid of an oven thermometer. Wooden spatulas are to be used in stirring. The directions are believed to be so simple and the cost of an entire outfit so small that that it will be very easy for any druggist who wishes, to prepare them at low cost for himself. Among the new ones added is that of granular effervescent sodium phosphate.

SODIUM CARBONATE.

The new official salt of this title will no longer be described as in colorless, monoclinic crystals or as efflorescing if exposed. It will be in monohydrated granular crystals that are permanent in the air. Instead of 10 molecules of water it will contain but one.

COMPOUND SOLUTION OF CRESOL.

This new official preparation is intended as an antiseptic for the use of the physician. It will be of 50 per cent. strength. Your committee did not get its exact composition from Professor Remington, but we judge it is something like creolin, and will be used just as that article now is.

CACTUS GRANDIFLORA.

There was some talk of putting this into the Pharmacopœia, but on investigating the market it was found that none of it could be had in this country, so it is likely to be dropped from further consideration.

IODOFORM.

The present Pharmacopœia declares that this article should have a specific gravity of 2.0 at 15 degrees C. Investigation reveals the fact that the article upon the market by this name varies in specific gravity from 2.0 to 4.0. The committee is now at work investigating the matter.

Professor Remington says that "It cannot be hoped that the new United States Pharmacopœia will please everybody." This no doubt is true, but your committee would hasten to assure him that the American Pharmaceutical Association will without doubt be pleased with it, and even its committee on revision in its most critical moods will not on any occasion be in the slightest degree fault finding. No human work ever has been or ever can be perfect, and criticisms and corrections should always be given in a spirit of affection and friendliness. We only wish that we had a fair opportunity to study out some change that could be made in the 1900 Pharmacopœia that would prove to be an improvement. Very likely such an opportunity will be given to our successors next year. Even in this inopportune moment we cannot refrain from making some guesses regarding what we deem might be helpful to pharmacists.

SUGGESTIONS.

One exceedingly important point which, if not already adopted by the revisers, should be at the earliest possible moment, is adapting the nomenclature to all such possible legislation as that of the Bostwick-Dowling bill in New York, which, but for the veto of Governor Odell, would have become a law. Pharmacopœial titles should either be chosen in a way to permit of commercial articles of the same kind bearing a different title, or else the Pharmacopœia should recognize two or more grades of that article under the same title. The druggists of New York, had the bill named become a law, would have been in danger of losing their licenses as pharmacists for selling as naphthalin for moths an article that was different from the naphthalin of the Pharmacopœia in quality. Even to-day in that State the Board of Pharmacy and the Board of Health hold the right, if they desired to use it, to fine any pharmacist who sells commercial naphthalin when called for by that name, and re-fine them with equal ease if they sell it to any person as "camphor balls" or "camphor flakes." All commercial goods bearing a pharmacopœial title—and there are many of them—are sold in violation of law in every instance where they are below the pharmacopœial standard. Nor is New York State the only one in which exists this dangerous plan of making the United States Pharmacopœia the standard for goods it never was intended to control. But few of the plasters dispensed upon prescription in this country conform to the Pharmacopœia. Many articles of a dangerous character when called for at retail, such as the various ointments of mercury and its salts, would produce much harm if given of full official strength. Unguentum aque rose should bear no other official title than its English equivalent of ointment of rose water. To add the name cold cream is a mistake. It should leave that popular title for such goods as the public is accustomed to buy under that name in the regions where they reside. Vaseline cold cream or cold cream containing petroleum jelly is the choice of some customers. Why should the druggist be endangered with fines, imprisonment and loss of right to practice his profession for selling as cold cream an article which his customers demand under that title? They do not want and will not take ointment of rose water. Ointment of zinc oxide is very frequently sold over the counter in five and ten cents' worth. In hot weather the official article is unpleasant to handle and unsatisfactory to such customers. A little wax added to stiffen it is then a decided improvement. In many States it has now become a crime to make such an addition, however satisfactory it may be to a customer or dealer.

To Sterilize Vaccine Lymph.

Dr. Alan B. Green, of the British Government Lymph Laboratories, in a communication to the Royal Society announces that he has perfected a method of freeing glycerinated vaccine lymph by the use of the vapor of chloroform from the extraneous bacteria, which so frequently cause serious pyogenic troubles after inoculation. His process is to pass sterile air through pure liquid chloroform whereby the air becomes saturated with chloroform vapor, and to allow this mixture to pass through a tube or series of tubes containing the glycerinated emulsion. Care must be taken that no liquid chloroform pass over into the vaccine, as the liquid is harmful to the specific principle while the vapor is innocuous. Dr. Green admits that glycerinated lymph will not keep indefinitely. On the contrary, he states that it rapidly wanes in potency and should be supplied as fresh as possible.

THE MANUFACTURE OF ETHYL ALCOHOL FROM WOOD.

THE development of the Classen process for the manufacture on an economical commercial basis of ethyl alcohol from wood is described in *The Iron Age* for September 17. Heretofore chemists who have worked at the production of ethyl alcohol from wood have used sulphuric acid to convert the cellulose in wood into sugar, but to neutralize the effects of the acid or to recover it economically has been an insurmountable difficulty. Indeed, all previous attempts to obtain fermentable sugar from wood have been failures in practice. In the Classen process sulphurous acid in combination with steam is used instead of sulphuric acid, and has been found to be more amenable to treatment.

In the process of manufacturing ethyl alcohol from wood, the cellulose of the wood is first converted into sugar by the action of sulphurous acid. [Nascent sulphuric acid.—Ed. AMERICAN DRUGGIST.] The sawdust is moistened with a 3 per cent. solution of the acid, one-third the weight of the wood, the acid and steam being introduced through pipes. After treatment for about 90 minutes in the digester at a temperature of about 105 degrees C. under a pressure of 100 pounds to the square inch, the process of conversion is complete. The contents of the digester are then discharged and conveyed to another receptacle in which the sugar is washed from the sawdust. From 450 to 500 pounds of sugar are obtained from 1 ton of sawdust, and from 70 to 80 per cent. of this sugar is capable of alcoholic fermentation, the remainder being pentose, which is nonfermentable. After the sugar solution is freed from any traces of acid by treatment with carbonate of calcium, it is pumped into fermenting vats. When the solution or "mash" has reached a temperature of about 130 degrees C. yeast is added, and in an incredible short time, about half an hour, a brisk evolution of carbonic acid gas takes place. Fermentation proceeds with much rapidity, and after eight to ten hours the process is complete. It is interesting to note here that fermentation of grain "mash" requires 72 hours. Upon completion of the fermentation process the liquid is passed into the distillery, which is equipped with an ordinary still and condenser.

One important feature in the manufacture of ethyl alcohol from wood by the Classen process is that after the cellulose has been extracted from the wood the tailings may be pressed into briquettes without a binding agent, while wood alcohol, wood tar and lime acetate may be obtained from the wood residue in the process of making charcoal, just as though no ethyl alcohol had been manufactured.

There is an abundance of material for utilization in the production of alcohol from wood. The waste from saw mills is estimated at 10 to 15 per cent. of the total amount of lumber cut, and when it is known that there are between 25,000 and 30,000 saw mills in the United States varying in size, and each cutting from 5,000 up to 600,000 feet of lumber per day some idea may be obtained of the amount of the refuse available.

From the experiments which have been made in this country, on a semicommercial scale, it has been determined that 1 ton of wood of 2240 pounds will yield from 24½ to 27 gallons of absolute alcohol, or 49 to 54 proof gallons, at a cost of 13 cents per absolute gallon. With the perfecting of the process, and especially with the employment of improved mechanical methods, it is confidently expected that the cost will be reduced to 7 cents per absolute gallon. The cost of manufacturing alcohol from grain is estimated to be about 20 cents per absolute gallon, based upon corn at 30 cents per bushel. At present the cost is considerably more, as the market price of corn has risen to 50 cents and over. On the average 4½ proof gallons of alcohol are obtained from 1 bushel of corn.

The Lignum Inversion Company, who have purchased the right to manufacture ethyl alcohol in the United States under the Classen patent, have established an experimental plant at Highland Park, near Chicago, which has been in operation about eight months.

Drinking an Orange.

In countries where the orange is an imported fruit, it is the custom, especially when it comes on for dessert at a formal dinner, to proceed with the consumption at table in what is considered to be the orthodox manner. This differs of course in different countries and with different classes of people. It is not desired here in any way to do, or say, anything against what by common consent, is laid down as a rule in table manners, but the object is to point out a method of consuming an orange which for pure enjoyment of one of Nature's best fruits

stands first and foremost. This method is what is called drinking an orange. All medical men and those conversant with hygiene are agreed that the pulpy part of the orange and also the material containing the juice in each "peg" is indigestible; and in our method its consumption is avoided.

To commence, the orange is taken and peeled in the same way as one would an apple, commencing at the part which is opposite to the stalk. Peel half way down, and then with a sharp penknife cut a hole about three-quarter inch wide to the center of the fruit so as to take off a portion of the end of every "peg" in the orange. The peeling of the orange allows it to be placed to the mouth without experiencing the burning sensation caused by the essential oil when it touches the lips. When peeling, care should be taken not to cut through the soft white inner skin. Now take the orange in both hands, and place it to the mouth and squeeze. If any seeds or pips are in the inside they may be got rid of by a sharp shake to the ground, and a succession of squeezes will result in the ready extraction of all the juice in the orange. To go under an orange tree in the cool of the morning where there is a crop of well ripened fruit, with European or American visitors, and start them "drinking" oranges, is an experience which gives them great delight, and the writer has heard many declare (who were chary at first at the propriety of departing from table manners) that previously they did not know what it was to enjoy an orange in reality, and that their diaries would for certain record the exquisite pleasure to be derived from "drinking an orange."—Quarterly Bulletin of the Trinidad Botanical Department.

"Born a Man, Died a Grocer."

We join with the *Canadian Pharmaceutical Journal* in commending to our readers the following editorial clipped from the *Toronto Globe*. We recommend it for careful perusal and cogitation. The central thought is more applicable to members of the drug trade than almost any other calling in life.

"A correspondent, who describes himself as 'one of the unfortunates that make a living by selling groceries,' inquires as to the meaning of the sentence in a recent editorial: 'Over too many men the epitaph, *mutatis mutandis*, might be inscribed, 'Born a man, died a grocer.'"

"The meaning is made plain by the related sentence: 'They devote themselves to their trade, or business, or profession so selfishly or so sordidly that many of their faculties suffer atrophy.' That is to say, a man's life is of more value than the things of life, and he robs life of its dignity and misses its mark who wastes and loses life itself in the overabsorbing effort at making a living.

"Business circles are crowded with men who are sacrificing the essential elements of their manhood on the ruthless altar of their trade. It is not that the stress and tension of their life is increasing. Every man who has anything to do with modern city life feels the strain of it. The burden becomes a curse when a man shuts out of his life all else and gives himself unreservedly to the devouring routine of his trade. To care for nothing else in life, to shut out all large human interests, to feel no oneness with mankind, to cherish no hopes for one's self or one's fellows or one's country, to be content in being only a bit of machinery in the great grinding mill of trade—that is at once a crime against a man's trade and against himself. A man cannot do the best for his occupation, dignifying it, improving it, enriching it with new ideas and better methods, unless he keeps his own manhood independent of and nobler than the things he does. Not to know his manhood's worth is to belittle that worth, and, changing the terms to suit the individual, the old-time epitaph would serve: Born a man, died a grocer.

"And all this suggests to the individual himself, to the home, to the Church, and to the State, the high and pressing duty of keeping life from being warped and desolated and undone by the too close and too constant touch of the things of life. A man may make money, and build a great house, and buy all the apparatus of culture, the paintings, the statuary, the books, the music, but if his emotions are wasted, if his faculties are benumbed, if his power of appreciating the true and the beautiful is atrophied in trying to gain the things of life he loses life itself. This is the tragedy of everyday life. And to save us from that fate we have schools and universities for our youth, and for after years we have literature, and history, and philosophy, and the greater sciences, and travel, and the great study of life itself, by which, even in narrowest lives and most sordid environment, we have 'glimpses that will make us less forlorn.' To know how to do life's commonest duties without losing life's wonder and its bloom—that is the true philosophy of life."

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

A New Acidimetric Indicator was found by Simon (*Comptes Rendus*, 135, 437-439, quoted in *Apotheker Zeitung*, May 6, 1903) in iron isopyrotartarate ($C_7H_5O_8$)₃ Fe₂H₂O. This indicator is said to replace both helianthin and phenolphthalein. Acids produce in the orange-yellow colored neutral dilute solution of this salt a change into reddish violet. Alkalies, on the other hand, decolorize the orange yellow solution, and change it to a lemon yellow.

Silver Coating for Pills.—A process recommended for this purpose in the *Schweizerische Wochenschrift für Chemie und Pharmacie* is as follows: Ten parts of gelatin soaked in water are dissolved in 45 parts of hot acetic acid, evaporated until the mixture has a specific gravity of 1.15, then 1 or 2 per cent. of alcohol are added, and the mixture is allowed to cool. To each 4 Kg. of pills, from 1 to 3 Gm. of this mass is taken, or enough to make the pills begin to adhere to each other during rotation. The silver leaf is then added in proportion of from 4 to 6 Gm. of it to the kilogramme of pills, and the whole is placed in the silver coating kettle and finished.

Zingiber Mioga (Thunb.) is a plant growing in China and Japan, whose rhizome and leaves are used as a vermifuge, according to Hartwich and Swanlund (*Berichte der Pharmaceutische Gesellschaft*, 1903, Vol. v). It is much larger and stronger than the rhizome of *Zingiber officinale*, and is distinguished from the latter also by the fact that it presents branches on the upper side and not only on the under side. The *Mioga* ginger has a light yellow color, its taste is pretty sharp, but milder than the officinal ginger. Its smell resembles that of ginger, but also that of bergamot.

A Mortar for Ointments That Can Be Weighed.—Max Fanta, of Prague (*Apotheker Zeitung*, May 23, 1903), has devised an ointment mortar that can be weighed on the scale, and thus avoids the necessity of weighing the ingredients separately on greasy paper, as is now commonly done. The appliance consists of an enameled dish, which weighs about 150 Gm., and is made of tin, with a soldered strip for better support. The solid and fluid constituents of the ointment can be put directly into this vessel and weighed on the scale. The vessel is also so well made that it can be warmed when necessary, and the required heat for melting the ingredients can be applied when needed. The capacity of this vessel is from 75 to 100 Gm.

Herudin, an Antistypic.—Franz (*Archiv fuer experimental Pharmacognosie und Pathologie*, 1903, Vol. 49, No. 4 and 5) gives the name herudin to the antistypic elements of the leech, which is obtained by extracting the heads and pharyngeal rings, including the lips. The heads, etc., are cut into pieces, and are extracted with distilled water, the solution is dialysed, the flocculi which arise are centrifuged out, and the clear solution is coagulated at 82 degrees C., again coagulated and again centrifuged, the solution dialysed, and neutralized, and finally reduced to dryness in vacuo. It forms a brownish mass occurring in the form of dry scales or loose masses, insoluble in alcohol and ether, soluble easily in water. It is used in diseases of women and wherever the coagulation of the blood is to be prevented.

The Action of Digitalis and Digitoxin.—Ziegenbein (*Apotheker Zeitung*, April 29, 1903) says that he found

that on testing the action of the various constituents of digitalis leaves, those which contained least digitoxin were the most active, and that the action of these leaves, therefore, is not at all in proportion to the amount of digitoxin found in the leaves. The important corollary from this statement which interests pharmacists is that it is not correct to test the leaves for the presence of digitoxin, or for that of any other single constituent, and then having satisfied ourselves that this constituent is present in sufficient quantities, to declare the drug up to the standard. It is the totality of the constituents which produces the action of the drug, and, therefore, the tests should be so conducted as to determine this total amount.

Cardamom from Colombo differs in many respects from those growing in other parts of the world, according to Hartwich and Swanlund (*Berichte der Deutschen Gesellschaft*, 1903, Vol. v). The fruits are 1.3 to 2.0 Cm. long, averaging with slight variations, about 1.0 Cm. in thickness, are elongated, oval, and in cross section rounded triangular, at times with slightly concave sides. Their external appearance is quite striking. They are almost white, shining and smooth and a superficial longitudinal striation is only noticeable with the magnifying lens. The external appearance, therefore, of this fruit distinguishes it from the cardamom of Malabar. The weight, the structure of the wall, and the taste are also different. The taste is milder, not camphor-like, and resembles slightly that of sandalwood.

The Presence of Free Mineral Acids in Vinegar.—Ganassini (*Chemisches Centralblatt*, 1903, ii, 23) gives the following process for determining the presence of free mineral acids in vinegar. To 1 Cc. of vinegar is added an equal volume of a watery 20 per cent. solution of potassium sulphocyanide, and a drop of ammonium sulphide. Then a drop of a watery 5 per cent. solution of ammonium molybdate is dropped into the mixture. In the presence of from 4 to 5 parts per thousand of mineral acids in vinegar, there at once is produced an intense violet color, but in the absence of these acids the liquid assumes a light brown color. If there be much tartaric acid in the vinegar, it may be tested for by the same reaction the addition of ammonium sulphide to the potassium sulphocyanide precipitating tartaric acid in crystals, and the addition of the drop of ammonium molybdate producing a red color. If the presence of tartaric acid is suspected, then, instead of adding ammonium sulphide, zinc sulphide should be added, after having converted the tartaric acid into sodium tartrate by means of the addition of sodium acetate. Then the presence of a mineral acid in the vinegar will also give the intense violet color already described above. Another reaction is that of Griggi. Antipvrine is dissolved in the vinegar to saturation, the precipitate which results is filtered, and a few drops of potassium sulphocyanide are added to the clear filtrate. If there are no mineral acids present, the liquid becomes cloudy and assumes a yellow tint. If these acids are present in the proportion of 4 or 5 per thousand or more, the liquid shows a very intense wine-red colored precipitate. These two methods should be regarded as equivalent to the modes now in use for testing the presence of mineral acids in vinegar.

Iodoline is a preparation of iodine which serves as a substitute for the iodides and for iodoform. It is (*Monatshefte f. Prakt. Dermatologie*, 1903, p. 610) a yellow

powder, insoluble in water and alcohol, and is composed of a mixture of iodol and albumin. The preparation comes in two forms, one for internal use containing about 9 per cent. of iodol, and the other for external use, containing 36 per cent. of the same substance. Administered internally it produces iodine poisoning, but in small doses it can be used in tertiary syphilis. It acts as a very efficient alterative.

Pollantin is a new dry form of the serum made by Dunbar against hay fever and is used by the patients in the form of snuff, of which a pinch or two is taken before going to bed and another on arising. The dry preparation according to recent reports, acts better than the fluid serum, which was originally prepared. (*Berl. klin. Wochenschr.*, 1903, p. 637.)

Bismuth-oxyiodide-agaricinate.—The basic and neutral salts of bismuth and agaricinic acid show a resistance against the dilute mineral acids which is found only in the subgallate. This resistance permits the introduction of halogens instead of bismuth hydroxide into the double basic salt, the bismuth monoagaricinate, as well as into the single basic salt, the bismuth diagaricinate, through the action of halogen acids. The iodide of these salts, made from the monobasic agaricinate of bismuth deserves special attention on account of its therapeutic virtues. This bismuth iodoagaricinate can be obtained also in the inverse manner, by the introduction of the ester of agaricinic acid into bismuth oxyiodide, by converting bismuth oxyiodide into the oxy-iodo-agaricinate by digesting the former with agaricinic acid. This last method is more trustworthy and furnishes a more uniformly pure article. The new salt is a light grey, amorphous powder insoluble in water. At ordinary temperature it is but slowly decomposed by contact with water, more rapidly, however, on heating. Dilute acids and alkalies decompose it very easily.

Strychnine, the new Alkaloid of the Strychnos Family.—Boorsman (*Apotheker Zeitung*, xvii, 1902, p. 596) has obtained a new alkaloid, strychnine, from the fresh leaves of *strychnos nux vomica*. This substance occurs as colorless needles, which become brown at 240° C., and become charred on higher temperatures. It is tasteless, while its salts are very bitter. It dissolves without color reaction in sulphuric acid, and the addition of oxygenating substances, such as potassium permanganate does not produce any special reaction. It is soluble without color in Froehde's reagent, but in a few hours the solution becomes blue. In nitric acid it assumes a feeble yellow color. No reaction is produced on the addition of zinc chloride, thus distinguishing it from brucine. In the presence of sodium or of baryta water and of hydrochloric acid it gives a slight white precipitate, which dissolves after a time, in an excess of alkali, the solution turning a reddish-orange, and on addition of hydrochloric acid, assumes a purple violet color, which gradually increases in intensity. Ammonia used instead of soda does not give any reaction. The strong mineral acids may, however, replace the hydrochloric acid.

The toxicity of the new alkaloid is relatively feeble, and it is found not only in the adult leaves, but also in the young leaves of the plant, the pulp of the ripe fruit, the bark, etc. The bark of the branches and the wood do not contain the new alkaloid. *Strychnos binte* contains strychnine and strychnine in its leaves. *Strychnos laurina* and *strychnos monosperma* do not contain any strychnine, nor any other alkaloids in their leaves and their young twigs.

Incompatibility of Calomel and Hydrogen Dioxide.—

Consolin-Tamisier (*Bulletin Commercial*, July 31, 1903) reminds us that hydrogen dioxide presents the same incompatibilities as all other oxygenating substances. This fact is not sufficiently clearly brought out by the books on this subject. Physicians often prescribe incompatibles with hydrogen dioxide to be taken separately sometimes, but on the same day. Thus the author mentions a case of gallstones in which hydrogen dioxide was given internally, and calomel was administered at the same time. It appeared prudent in this case to suspend the administration of the hydrogen dioxide for a few days, while calomel was given. To convince himself of the chemical process which goes on in these circumstances, the author performed the following experiments: Gm. 0.50 of calomel was placed in a test tube and Cc. 10 of hydrogen dioxide was added, the latter having been previously neutralized in order not to involve the action of an acid. The solution was filtered an hour later, slowly evaporated and a residue in the form of a white salt weighing Gm. 0.06 was obtained. When placed on a plate with a drop of potassium iodide solution, this salt turned the characteristic color of mercuric iodide, and was redissolved in an excess of the reagent. On slow evaporation there appeared crystals in the shape of St. Andrew's crosses under the microscope. The Gm. 0.50 of calomel therefore furnished Gm. 0.06 of sublimate, without decomposing the hydrogen dioxide. If heat had been used the decomposition of the calomel would have been more complete. It is prudent, therefore, not to employ calomel consecutively after the use of hydrogen dioxide internally.

Artificial Alcohol.—In a previous issue we reviewed a French article dealing with the preparation of alcohol on a commercial scale from human faeces. In this connection we may quote here also from a recent article in the *Pharmaceutische Centralhalle*, July 30, 1903. The writer deals with the question of establishing places near large cities for the conversion of human excreta into alcohol. He reviews what has been written recently in medical literature concerning this subject, and says that a number of petty objections have been made to the scheme in question, such as the fact that it would deprive the farmer of manure, etc. A glance at the history of artificial alcohols shows that until now there was only one method of manufacture, that from ethylsulphuric ether, that could profitably compete with the alcohol of fermentation, since ethylene was obtained as the result of the purification of illuminating gas. But heretofore the ethylene produced from illuminating gas could be sold so profitably for other purposes, that it did not pay to make alcohol out of this substance, especially since there was a special tax on the product thus made. The ethylene that is obtained from the dry distillation of wood and coal has been known since 1805. It is true, however, that the older text-books do not mention this constituent of illuminating gas, but this is due to the difficulty of gas analysis in those days. Faraday in 1825 found that ethylsulphuric acid was derived from ethylene through the action of sulphuric acid, and Hennel, in 1828, showed that this acid on being boiled in water, splits up into alcohol and sulphuric acid. Fifty years ago Marcelin Berthelot tried to make alcohol out of ethylene from illuminating gas, but he obtained only 0.2 volumes of ethylene in 100 parts of gas. In 1856 Cotellet's factory was trying to make alcohol out of coal and to sell a hektolitre for 23 francs. The newer method of making alcohol from illuminating gas, that of P. Fritsche, involves the observance of the exact degrees of concentration and temperature. The illuminating gas is purified from its admixture of tar and ammonia in the ordinary way, and the benzol is removed with oil. In

this way 100 kilogrammes of alcohol may be made for 10 marks, but such estimates are always to be received with great caution. Dorning's method produces alcohol at the same time as the illuminating gas is made. It is not reasonable to suppose that the alcohol made from faeces, according to the latest method, will bear any traces of its origin. If this were the case, we should not be able to eat vegetables raised on manured garden patches.

Mosquito Plants.—According to the *Deutsche Kolonial-Zeitung*, (1903, p. 296) there is a plant growing in Nigeria which, if kept in a room, will keep mosquitoes away. This plant is *Ocimum viride*, a close relative of *Ocimum basilicum*. The leaves of this labiate plant are similar to those of peppermint. The natives make an extract from the leaves and employ it instead of quinine in malaria. It is said that the action of this plant is very satisfactory in malaria, and that it does not produce the disagreeable after effect of quinine. Another plant which is said to drive away mosquitoes is the plant called "rumbasi" by the natives of German East Africa.

To Find Indican in the Urine.—Riegler (*Pharmaceutisch Centralhalle*, August 27, 1903, p. 567) uses the following method of detecting indican in the urine. Indican is, as is well known, indoxyl-potassium sulphate, which, on being treated with hydrochloric acid and an oxydizing agent, furnishes indigotin. The author used hydrogen peroxide as an oxydizing agent, and performed the tests as follows: About 5 centigrammes of barium peroxide, 2 or 3 Cc. of chloroform, 10 Cc. of urine, and 10 Cc. of concentrated sulphuric acid are placed in a test tube. The mixture is shaken for one or two minutes, and the chloroform which is deposited at the bottom absorbs the indican, taking a deeper color the more indican there was in the urine.

Kadam Seed.—Sack (*Pharmaceutisk Weekblad voor Nederland*, 1903, No. 16, page 313) contributes the following facts to our knowledge of the Kadam seeds. These seeds are very rich in oil and are derived from *Hodgsonia* (*Trichosanthes*) *Kadam*, Miq., Natural Order Cucurbitaceæ. This is a very large, beautiful, creeping plant, which climbs to the height of about 30 meters, and is indigenous to Sumatra. The seeds are also very large and reach at times 100 Gm. in weight, with a length of 10 Cm. The oil is obtained from the seeds by expressing the incised seed pulp. It is then heated in order to avoid its getting rancid. At mean temperature it is of buttery consistence, yellowish, does not dry, and is almost odorless. It consists of 30 per cent. of fluid and 70 per cent. of solid fats.

Identity Reactions of Heroin and Morphine.—Manseau (*Bulletin de la Société Pharmaceutique de Bordeaux*, June, 1903) sums up the various methods of distinguishing morphine from heroin. He found that the various alkaloids of opium give color reactions with urotropine or hexamethylentetramine in solutions in sulphuric acid. Morphine gives under these conditions a purple color, codeine a more bluish tint, turning green afterward. Apomorphine gives a bluish-violet color. Narceine a saffron-yellow, papaverine a lilac, afterward a violet, thebaine a yellowish green, and narcotine a golden yellow. Manseau has found that heroin, which is the acetyl ester of morphine, when brought into contact with a 10 per cent. solution of urotropin in sulphuric acid, produces immediately a buttercup-yellow color, which passes into a saffron yellow and finally into dark blue. This reaction, combined with those of Goldmann, and that of Zernich, permit of the distinction between the two alkaloidal substances, heroin and morphine.

Sanosin from a Chemical Standpoint.—Dr. Gustav Wendt contributes to a recent number of the *Apotheker Zeitung* (September 12, 1903) a severe criticism of sanosin which has been recently much lauded in the public press as a consumption cure. Notwithstanding the fact that Dr. Sommerfelt, who was the first president of the German society for combating nostrums, poses as a sponsor of the new compound, which is marked by Robert Schneider, of Berlin, Dr. Wendt points out that the composition as made public is on its face sufficient indication of the worthlessness of the preparation. Sanosin is said to consist of a mixture of sulphur, carbon and dried eucalyptus leaves. The medicine is used by igniting the powder and inhaling the fumes. The result of the ignition is the production of a certain quantity of sulphur dioxide accompanied with some decomposition products of the constituents of the eucalyptus leaves. Since the leaves are actually consumed it is not the distilled oil which is set free, but the decomposition products of the oil, and, therefore, any leaves containing terpenes would produce practically the same results as the eucalyptus leaves. It is pointed out by Dr. Wendt that the price of the remedy, 15 marks, is wholly out of proportion to the cost of the material, about 2 marks.

Nail Polishes.

The following formulas are given in a recent number of the *Pharmaceutische Centralhalle* (September 10, 1903):

I.

Oxide of tin.....	30 grammes
Carmine	0.9 grammes
Oil of rose.....	.6 drops
Oil of orange flowers.....	.5 drops

II.

Oxide of tin.....	30 grammes
Powdered tragacanth.....	0.06 grammes
Glycerin .....	.1 drop
Carmine solution.....	sufficient to color a pale rose
Rose water.....	sufficient to make a paste

III.

Cinnabor	3.75 grammes
Infusorial earth .....	.30 grammes
Essential oil of bitter almonds.....	.2 drops

After the use of any one of the above preparations the following mixture is to be applied, with a soft leather:

Paraffine	3.75 grammes
Chloroform .....	.60 grammes
Oil of rose.....	.3 drops

A mixture of oleate and stearate of tin prepared by precipitating a solution of soap with a solution of chloride of tin has been used as a nail polish in manicuring in America for many years.

Paste for Affixing Cloth to Metal.

According to the *Deutsche Chemiker Wochenschrift* (1903, 150) the following formula furnishes a paste which will prove very satisfactory for affixing cloth to metal:

I.

Starch	20 parts
Sugar	10 parts
Zinc chloride	1 part
Water	100 parts

Mix the ingredients and stir until a perfectly smooth liquid results entirely free from lumps, then warm gradually until the liquid thickens.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

What is This Precipitate?—F. D. submits the following prescription and asks us to inform him of the nature of the light flaky precipitate which forms after the mixture stands a short time. The precipitate almost disappears when the mixture is shaken:

Acid nitrohydrochloric.....M clx
Resorcingr. viij
Tinct. nucis vom.....M xc
Elixir lactated pepsin.....q. s. ad. ʒij

Resorcin is incompatible with a large number of drugs, and it is difficult to say just what is the specific incompatibility in this instance. The resorcin might be decomposed by traces of either nitrous acid or free chlorine in the nitrohydrochloric acid, or it may react with some ingredient of the elixir of lactated pepsin, the composition of which is unknown to us. According to Richter (Rudiman's "Incompatibilities in Prescriptions") nitrous acid acting on a dilute solution of resorcin produces di-nitrosoresorcin. We cannot profess to tell what actually takes place in the mixture under consideration, not knowing the ingredients of the vehicle employed.

The Stability of Cocaine Hydrochloride.—B. A. E. writes: "Can you inform me whether or not cocaine hydrochloride is recognized as being a stable salt? In my experience it has in small quantities disappeared, but Professor Remington in his 'Practice of Pharmacy' would lead one to think the salt was permanent in air."

Professor Remington has the authority of the U. S. Pharmacopœia for his statement that cocaine hydrochloride is permanent in the air, and if our correspondent will turn to that book at page 95 he can verify the reference for himself.

We have handled large quantities of cocaine hydrochloride in prescription work, but have never observed any disappearance of the salt under exposure to the air. We have occasionally noticed a slight amount of efflorescence on the surface of the crystals, due probably to exposure to dry warm air and consequent loss of water of crystallization, but the conditions were unusual, and cocaine hydrochloride may be regarded as a stable salt, permanent in the air.

Ginger Ale.—W. McL. writes: "I would very much appreciate a good formula for ginger ale. I had one which called for cardamom, coriander, etc., but lost it. I would like one of that kind."

We are unable to place a formula containing coriander as one of the ingredients, though the composition of some mixtures which masquerade as ginger ale extract includes nearly every other flavor in the lexicon of flavoring extract makers. Capsicum, cardamom, angostura bitters, Canada snake root, mace, nutmeg, cinnamon, orange peel, lemon peel, vanilla, clove, pimento, calamus and cassia buds all figure in the multitude of formulas extant for ginger ale and ginger ale essences and extracts. Why coriander is slighted in view of its fine flavoring qualities is "one of those things that no fellow can find out."

For a ginger ale proper the following formula is recommended by Harrop:

Ginger (Jamaica, bruised).....5 oz.
Lemons (sliced)10
Cream tartar.....4 oz.
Sugar (granulated)5 lbs.
Water (boiling).....5 gal.

Mix and place in a covered vessel until cool, stirring

occasionally; when lukewarm add 10 ounces of yeast and keep in a warm place; after fermenting one day, strain through flannel, let stand a short time, take off scum and bottle.

For an extract of ginger ale to be used in the preparation of a ginger ale syrup for use at the soda fountain the following is an excellent formula. It was originally communicated to the AMERICAN DRUGGIST by J. A. Foote:

Jamaica ginger, in fine powder.....8 lb.
Capsicum, in fine powder.....6 oz.
Alcohol, a sufficient quantity.

Mix the powders intimately, moisten them with a sufficient quantity of alcohol and set aside for four hours. Pack in a cylindrical percolator and percolate with alcohol until 10 pints of percolate have resulted. Place the percolate in a bottle of the capacity of 16 pints and add to it 2 fluid drachms of oleoresin of ginger; shake, add 2½ pounds of finely powdered pumice stone, and agitate thoroughly at intervals of one half hour for 12 hours. Then add 14 pints of water in quantities of 1 pint at each addition, shaking briskly meanwhile. This part of the operation is most important. Set the mixture aside for 24 hours, agitating it strongly every hour or so during that period. Then take:

Oil of lemon.....ʒiss
Oil of rose (or geranium).....ʒiij
Oil of bergamot.....ʒij
Oil of cinnamon.....ʒiij
Magnesium carbonate.....ʒiij

Rub the oils with the magnesia in a large mortar and add 9 ounces of the clear portion of the ginger mixture, to which has been previously added 2 ounces of alcohol, and continue trituration, rinsing out the mortar with the ginger mixture. Pass the ginger mixture through a double filter and add through the filter the mixture of oils and magnesia. Finally, pass enough water through the filter to make the resulting product measure 24 pints, or 3 gallons.

The extract is intended for use in the proportion of 4 ounces of extract to 1 gallon of syrup.

Ginger ale extract is also made after the following formula:

Jamaica ginger, coarse powder.....4 oz.
Mace, powdered.....¼ oz.
Canada snake root, coarse powder.....1 drachm.
Lemon oil.....1 drachm.
Alcohol12 oz.
Water4 oz.
Magnesium carbonate or purified talcum.....1 oz.

Mix the first four ingredients and make 16 fluid ounces of tincture with the alcohol and water, by percolation. Dissolve the oil of lemon in a small quantity of alcohol, rub with the magnesia or talcum, add gradually with constant trituration the tincture, and filter.

A formula which is said to yield an extract which, when mixed with syrup and an ale prepared after the usual manner, possesses the distinctive flavor of Belfast ginger ale, is the following, which we take from the "Standard Manual of Beverages":

Ginger, powder.....6 oz.
Orange peel, recently dried and ground.....2½ oz.
Nutmeg, grated.....280 gr.
Ceylon cinnamon.....280 gr.
Vanilla, reduced to powder.....140 gr.
Alcohol.....enough to make 16 oz.

Extract in the usual manner. Capsicum may be added if desired.

Black Shoe Polishing Paste.—A. H. asks for the formula of "a black shoe polish paste that will give a jet black brilliant polish on all kinds of leather, patent leather included."

The nearest approach to a compound of the kind indicated is furnished by the following formula:

Gum acacia	℥viiij
Gum tragacanth.....	℥i
Molasses	℥ij
Ink	℥xij
Vinegar	℥ij
Alcohol	℥ij

Add the ink and vinegar to the gums, both of which latter to be in fine powder, dissolve in a water bath, then add the molasses and, on cooling, the alcohol.

The ordinary black patent leather polish has a composition something like the following:

Yellow wax, or ceresin.....	℥iiij
Spermaceti	℥i
Oil of turpentine.....	℥xi
Asphalt varnish.....	℥i
Borax, powder.....	℥i℥i
Frankfort black.....	℥i
Prussian blue.....	℥i℥ss
Oil of mirbane.....	℥i℥ss

Melt the wax, add the borax, and stir until a kind of jelly has been formed. In another pan melt the spermaceti; add the varnish, previously mixed with the turpentine; stir well and add to the wax; lastly, add the colors, mix well, and incorporate the oil of mirbane.

A simpler formula, which yields a sort of dubbin and possibly the kind of paste our correspondent has in mind, is the following:

Molasses	℥iv
Gum arabic.....	℥ss
Ivory black.....	℥xvi

Mix well and simmer together for half an hour.

To Recover Shellac from Hats.—J. A. M. desires particulars of a process for extracting or reclaiming shellac from fur hats, so as to leave the shellac in a merchantable condition.

We regret our inability to name a process of the kind desired by our correspondent. Methods of extracting shellac from hat felt will, of course, suggest themselves readily to every practical pharmacist. Maceration of the contused or torn material with acetone or wood alcohol might be employed, the shellac passing into solution being recovered by appropriate treatment. With this process, as with others that might be named, the question of expense arises, and it is doubtful, in view of the small amount of shellac which is recoverable, whether the operation would prove profitable.

California Orange Cider.—S. V. B.—This is best known as orange wine, though Hiss in "The Standard Manual of Beverages" describes the manufacture of the beverage under the name "orange cider." Our correspondent's inquiry is for the formula of a California orange cider, a preparation with which we are not familiar. If the word "California" applies to the kind of oranges employed, the query presents no difficulties, since formulas for orange cider are plentiful enough. The subjoined formulas are from "The Standard Manual of Beverages":

I.

Sugar.....	av. lb. 8
Water.....	gal. 2½
Oranges	15

Dissolve the sugar in the water by the aid of a gentle heat, express the oranges, add the juice and rinds to the syrup, put the mixture into a cask, keep the whole warm for three or four days, stirring frequently, then close the

cask, set aside in a cool cellar and draw off the clear liquid.

II.

Express the juice from sweet oranges, add water equal to the volume of juice obtained, and macerate the expressed oranges with the juice and water for about 12 hours. For each gallon of juice add 1 pound of granulated sugar, grape sugar or glucose, put the whole in a suitable vessel, covering to exclude the dust, place in a warm location until fermentation is completed, draw off the clear liquid, and preserve in well stoppered stout bottles in a cool place.

In Great Britain orange cider as such is practically unknown, orange wine being the term employed to designate a similar beverage. Peter MacEwan in "Pharmaceutical Formulas" gives two processes of preparing unfermented and fermented wine respectively. The formulas follow:

Unfermented Orange Wine.

Oil of orange.....	℥i
Tincture of orange.....	℥viiij
Alcohol	℥iv
Tartaric acid	℥viiij
Salicylic acid.....	℥iij
Loaf sugar.....	lb. vi
Caramel	℥iij
Water	Cong. viiij

Dissolve the oil of orange in the alcohol and pour upon the sugar contained in a large funnel. Pass through this a sufficiency of the water to dissolve, add the rest of the water containing the tartaric acid, then the caramel, and finally the tincture containing the salicylic acid. Set aside for a fortnight and filter if necessary.

Fermented Orange Wine.

Loaf sugar.....	lb. xxiiij
Water	Cong. x

Dissolve by boiling and skim carefully. Pour the boiling syrup upon the rinds of 100 oranges, add the juice of the fruit, and allow to stand over night. Add 6 oz. of yeast, ferment three days at a temperature of 65 to 70 degrees F., then strain into a barrel and bung loosely. Add 2½ pints of brandy and rack for four months, when the wine is ready for bottling. Less brandy may be used, in which case 5 grains of salicylic acid per pint should be added.

Medical Advice by Pharmacists.—S. M. S. writes: "Would you please advise me if a pharmacist can lawfully give medical assistance at the home of persons where immediate necessity exists and a life may be saved. Has a pharmacist a legal right to collect a fee for assistance rendered in this way?"

No one can be restrained legally from proffering medical advice, as it is well known that this is one of the dearest privileges of old ladies of both sexes. The pharmacist possesses no privileges in the giving of medical advice not enjoyed by other citizens; but if he should ask or accept remuneration for advice rendered, or should visit the patient and represent himself as a doctor of medicine, he would render himself amenable to the penalties provided for the illegal practice of medicine. As a matter of policy the pharmacist should be very careful about proffering medical advice even in his own pharmacy, for, on account of the jealous watchfulness of the medical authorities, acts which in other persons would not be construed as illegal practicing of medicine, might be so construed when performed by the pharmacist, against whom there is in the minds of the medical profession a well established presumption of a desire to carry on "counter practice" contrary to the spirit, if not the letter, of the law.

REVIEWS OF BOOKS.

NEUE ARZNEIMITTEL UND PHARMACEUTISCHE SPEZIALITÄTEN, einschliesslich der neuen Drogen, Organ- und Serumpräparate. Von G. Arends, Apotheker, Redakteur an der Pharmaceutischen Zeitung. Berlin: Verlag von Julius Springer, 1903. [Price, 6 marks. Pp. 508.]

This is a useful compilation of notes on remedies of recent introduction, including drugs of vegetable origin as well as proprietary chemicals and pharmaceuticals, and that class of compounds that a Western contemporary of ours would style "ethpharmal." The notes are arranged in alphabetical order, beginning with Abrin and ending with Zymoidin Rosenberg, which latter, by the way, is immediately preceded by Zymocide, which is described as an American specialty, and the alleged formula of it is given. In the same way a large number of proprietary preparations are mentioned, including such veterans as Injectio Brou and Holloway's Pills. The book may be expected to prove useful as a reference work for the busy pharmacist who has not the time to hunt through the files of the pharmaceutical journals for the kind of practical information regarding remedies, both new and old, which is conveniently set forth in its pages.

The Art of Catch-Phrasing.

The Toledo *News-Bee* recently published an article taken from this department on the use of catch lines, and then proceeded to get gay with the subject, using as examples some phrases taken from one of the advertising journals. The funny man relieved himself in the following fashion:

To illustrate how some of the advertising magazines aid the advertiser we reproduce a few of the catch phrases for advertisers recently recommended by that enterprising journal of publicity, *The Advertising World*. Here they are:

"WORTH WINS." A catchy phrase for dressmakers, who want the trade of the Four Hundred.

"NOT HARD TO BUY." Admirable! Imagine the startling effect of a card with that catch phrase on it stuck into a cut glass jar of soft soap.

"NEVER SOLD FOR LESS." That's a corker. Just the card for a druggist to tack on to postage stamps and penny sticks of candy.

"NONE KNOW ITS EQUAL." A crackerjack for a bookseller. It would look well on a first-class grammar.

"THE GOOD OF US BOTH." There's one that would suit anybody. It would look well, to a young married couple, on a dish of ice cream with two spoons in it.

"NOT A BAD ONE HERE." Just the thing for an enterprising grocer. Very appropriate for a basket of eggs.

"SAVED FOR THIS SEASON." Any hatter ought to use that to advantage on last year's panamas.

"YOUR PICK FOR A NICKEL." The hardware man who couldn't sell all of the picks he had on hand with that catch phrase ought to quit the business.

"JOIN YOUR FRIENDS HERE," could be used to advantage by either a saloonkeeper or an undertaker.

"ALWAYS A STRONG ATTRACTION." A great card for a grocer. Could be used on either cheese or butter.

"WE PICKED A FINE LOT FOR YOU." Would make a catchy ad for a cemetery association.

"SAVING IN EVERY ONE." A good advertisement for a can of soup or hash.

"CREDITABLE TO OWN AND TO USE." Fine for tooth-picks, tooth-brushes and napkins.

"BRING THEM BACK IF NOT RIGHT." Attractive ad for eggs, unplugged water melons or left-handed gloves. Could be used by druggists on Rochelle salts.

Patent Medicines in Roumania.

For the sale of patent medicines in Roumania it is necessary to obtain the sanction of the Central Sanitary Council at Bucharest. According to a report by British Vice-Consul Dundas, among the 200 odd kinds authorized by that Council and now sold in the country only two or three are of British make.

African Cinchona.

The Deutsche Kolonial Zeitung says, according to a United States Consular report, that the cinchona plant is most successfully grown in Amani, in Africa. Most of the East African plantations are raising cinchona from seed obtained in Amani. The results are everywhere the same—very satisfactory. In Balangi the planters intend to devote most, if not all, of their time, land and care to the cinchona.

BUSINESS BUILDING.

Conducted by U. G. Manning.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

BREVITY OVERDONE.

RECENTLY had occasion to look over about three hundred drug ads clipped from newspapers all over the country. The chief fault noted, and a fault that extended to most of them, was a lack of suitable argument. The ads were barren of ideas. They gave few or no reasons for the purchase of the goods advertised. One of these ads, which is before me now, says:

Remember

That we are exclusive agents for Nyall's Headache Cure.

Prescriptions carefully compounded.

Now the man who wrote this ad and who devoted four inches of space to it is doubtless a druggist who has fair abilities as a salesman.

Do you suppose that when people come to the store and make inquiry in regard to a headache remedy that he says "Remember that we are exclusive agents for Nyall's Headache Cure."

That would be arrant nonsense. Instead he would probably say something of this sort: "We recommend Nyall's Headache Cure because we have confidence in it. We sell more of it than any other and it has given universal satisfaction. We believe it to be as nearly harmless as any effective headache remedy can be. One or two doses will cure almost any headache.

"We guarantee this remedy, and if it fails in any respect to give satisfaction, kindly let us know it, and we will refund the money. We have two sizes at 10c. and 25c."

Why not give people the same sort of talk in print?

You are talking to the same people who come to the store. You are endeavoring to sell the same remedy. Why make less effort to sell in print than when dealing with the customer face to face?

* * *

CRITICISM AND COMMENT.

From Butler Brothers, Chicago, who I notice are making a catalogue offer in this journal, comes a comprehensive batch of printed matter, including their 600-page monthly catalogue and a variety of pamphlets and booklets, the character of which is sufficiently indicated by their titles: "Resultful Plans," "More Business," "Success With Small Capital," "What Can a Druggist Do to Make More Money?" etc. All of this printed matter is first-class in every respect.

The various pamphlets present facts and sound convincing argument in exceedingly attractive form. It would be difficult to find better examples of intelligent wholesale advertising. The printed matter is calculated not only to sell goods for Butler Brothers, but to assist their customers in selling their goods. Druggists who are in the least interested in the lines of goods han-

dled by this firm will find it worth while to send for catalogue and get on the mailing list.



SOUTH SEA ENTERPRISE.

From Dr. MacLennan, head of the medical department of the Government of Tonga, South Sea, comes an attractive little pamphlet advertising Mamana, a proprietary remedy put out under the auspices of the Government of that far away isle.

The booklet is nicely printed, and contains some excellent argument for the remedy, for which the makers evidently hope to secure an international sale.

The booklet, while good, is not as comprehensive as it should be.

More particulars and details are needed, considering the origin of the remedy and its somewhat unusual character. In medical advertising there is small danger of giving people too much matter. People who are sick, or who think they are, want to know all about a remedy. They appear to think that the more that can be said about a remedy the better it is. This remedy is something of a novelty in that it is put out by a Government. It is the first one of the sort I have happened to run across.

This is an idea that Uncle Sam might adopt the next time the surplus runs low.



EDITOR BUSINESS BUILDING:

Inclosed you will find a number of ads as run by us in the past few weeks. This space costs us 90 cents a day, and we want your opinion as to whether we are using the space to the best advantage. The Muncie Star, the paper in which these ads have appeared, has an immense circulation among the little towns surrounding us, and on September 1 we will begin devoting this space to advertising mail order business.

We read with a great deal of interest your articles on business building and consider them the most profitable feature of the AMERICAN DRUGGIST. We thank you in advance for your interest in the matter and trust you may be unsparing in your criticism.

GALLIHER & PRUTZMAN.

Muncie, Ind.

Several of these ads are reproduced in the group shown in another column.

There are many kinds of good ads. These are one of the kinds. Inspection of them at once suggests that too much is probably expected of them, for they are ads that are apt to prove inadequate, if they alone are depended upon to advertise a store of the kind that is back of them.

Locals are good advertising in many instances. Signs are good advertising under proper circumstances, but neither locals or signs can ever be wholly adequate in advertising a good retail store, because there are times when there must be a longer story told to do justice to goods or to induce the sale of them.

These Muncie ads are bright and crisp. They shoot the idea into people in a very effective manner, and are apt to attract an increasing class of readers. But they are essentially signs—just reminders of the goods—and are apt to lack direct selling power, while still exerting an influence on the public. It is probable that these ads pay, but it is doubtful if enough direct results would be seen to prove positively that they paid.

The difficulty is the amount of space used. I doubt if the present space could be employed to much better advantage, except for mail order purposes. It is not suitable for adequate local advertising, and either more space should be used or some other method of reaching the local public should be adopted. The fact that three-fourths of the Star's circulation is in outside towns, makes the decision to use it as a mail order me-

dium a wise one. I am not familiar with the newspaper situation in Muncie, but if there is an evening paper that has a fair circulation, I judge that it should be used for the local campaign, supplemented by some regular system of circular work.

The only fault I find with the ads that have been used is that they are too brief. There are many subjects that can never be properly presented in a space of the kind. For instance, one of the ads was to this effect:

"MATSUKAS,

the latest thing out in Japanese chatelaines," etc.

That is all right as a reminder that you have them, and may possibly awaken the curiosity of some one and thus lead to sales. But you can be sure that if you could describe these new chatelaines in detail you would be far more certain to interest the ladies and to make sales.



Luck is Pushing Done Intelligently.

The growth of Frank Kline's Schuylkill avenue drug store has been a marvel. Many there be who say the success came of luck. And so it did. Luck is pushing done intelligently. It is not for mortals to will things, but mortals can do things. The will to do is the peg. Did you ever make a mark on the wall and try to kick to it? Done. Then a higher mark? Development. The mark is the incentive, not the deed. The deed comes of trying—accomplishment comes by litters. We raise the business through analysis—raise the parts that form the total. We've doubled this business in 2½ years—practically doubled it. Now we'll start to double it again—and we will. Let no one fail to comprehend possibilities and to rise to them. And the outcome is called luck.

The above is one of the introductory paragraphs of a four-page circular issued by Frank Kline, Reading, Pa., and evidently intended to be an invitation to and announcement of the opening of his new store. Mr. Kline evidently never lacks something to say, and his style is original, as the above example will show.

Some remarks made in the last issue of this journal in regard to beating around the bush in making an announcement would seem to apply in this case.

The title of the folder is

"A NECK."

This being part of the first sentence on the second page, which is "A neck ahead of all competitors." The invitation to the opening is placed on the fourth page.

That, I think, should have come first, as it was the part of the circular necessary to be read to insure the success of the opening, and I also believe that the title of the folder should have directly referred to the event. But, I dare say, the opening was a success in spite of the conflicting opinions as to what the announcement should have been.



ADS CAUGHT IN PASSING.

The group of ads shown, with exception of the first five, has been clipped from newspapers in various parts of the country. They represent a good, general average as to quality, and show that there is still unlimited chance for improvement.

No. 1. These ads are commented on elsewhere in this department.

No. 2. Shown as an example of what a conglomeration of display type will do. This is a commonplace ad made worse by the setting. There is nothing for the eye to get hold of, because it is all display—bad display. One strong headline with the remainder of the matter in smaller type of uniform size would have, in a meas-

ure, redeemed it. Ad No. 7 contains more matter in a smaller space, but would catch double the number of eyes.

No. 3. A little jolly for the physicians—and, by the way, doctors prefer to be called "physicians."

No. 4. An ad that tells its story in the heading. A

Mixed Spices

Our mixed spices for pickles is certainly the finest in Kansas. It is as good as our special line of spices and you know how good they are.

PEOPLES DRUG STORE, 214 South Walnut

SPONGE BAGS

Beautiful combinations of silk and rubber. Going away? Well, we have several things to show you in the way of travel luggage. How about a Soap Box? We have 'em.

GALLIHER & PRUTZMAN, 104 South Walnut

NEW LEATHERS

In Chamois, Furs and Wrist Bags. Rich, beautiful and stylish effects for little money. See our show window.

GALLIHER & PRUTZMAN, 104 S. Walnut St.

HAY FEVER

We handle the National Vaporizer and this is the only thing that really cures Hay Fever. It does not irritate anything like a dry powder. Ask us about it.

GALLIHER & PRUTZMAN, 104 South Walnut

RED PEPPER

Alfalfa Tobacco both ground and whole. Absolutely the hottest thing this side of Mexico. Get acquainted with our Red Pepper.

Gallagher & Prutzman, 104 S. Walnut Street.

Everybody is Talking ABOUT TOUHEY'S ICE CREAM SODA & COLLEGE ICES WITH CRUSHED FRUIT

5c!

Our trade in them is our guarantee. They cannot be made any better. **OUR PRICE IS 5c.**

TOUHEY'S PHARMACY, 214 South Main and Central Sts.

We Believe in Doctors

We believe that every man when sick ought to call a doctor and not try to doctor himself. We believe that there would be far less sickness, for better health if everyone with doctors in taking care of the health. We believe that the best way always, is to have a doctor write a prescription for him, and then have a reliable druggist prepare the medicine according to the prescription.

Downey's Pharmacy THE WORKINGMAN'S STORE, Cor. South and Broadway Streets. Packages delivered free to any part of the city.

I Am Not in the Drug Combine!

I am a druggist and I am not in the drug combine. I am a druggist and I am not in the drug combine. I am a druggist and I am not in the drug combine.

J. W. Jennings, 1142 Conn. Ave. & 1120 18th

Our own brand of Malt Extract

It is made especially for our discriminating trade by one of the best breweries in America. It's sold under our own label and guarantee. It will give vigor to weak folks and strengthen the hearty ones. It braces up the invalid, for it's an invincible tonic. Doctors recommend it—so do folks who were once convalescents. There's no finer Malt Extract made, and few are so good. Besides, it's somewhat cheaper than most sorts.

50c. bottles; 25c. doz.

Exclusive agency for Burton's Candies—always fresh.

BRITTON DRUG STORE, 1400 N. 10th St., Minneapolis, Minn.

Let Red Cross Drug Store.

We are the people of the Red Cross drug store. That now has the name of selling drugs lower. There say one place that now can be found. And the parent drug, your prescriptions to compound.

Do you know the reason? We'll tell you why. We are not in the trunk, a our neighbors nearby. And the result we had at the outcome of this. Our name was then posted on the back or black list.

Not for all they are doing business yet. And instead doing more, if the goods we can get.

Our aim and our motto is: "Live and let live."

That extra big profit to our customers give.

Don't be misled at the display of the Red Cross.

For we have no branch stores or try to represent.

We warrant the price to be kept within your reach.

Not yielding to the advance that the trust tried to teach.

We are thankful for your patronage received in the past.

And we look to the future for trade still more vast.

6

In Our Drug Store

Not a single article in our store is sold at a profit. If you want to buy a drug, we will sell it to you at the lowest price. We will sell it to you at the lowest price. We will sell it to you at the lowest price.

Amstutz's Drug Store, 214 S. 10th St., Minneapolis, Minn.

7

U C I

Am well now

Why I took your advice and used **Stead's Back Compound.**

My back doesn't trouble me now at all.

I C U

need some too now. Will go to **Stead's Pharmacy,** corner 11 ave. and 7th St.

8

It's Natural to Have BEAUTIFUL TEETH.

DON'T NEGLECT THEM. CLEAN ONCE DAILY.

When in need of another, try our **5-cent Toothbrush.**

Also a bottle of our **extraordinary prepared Tooth Powder.**

Curtis P. Gladding, Druggist, 1203 Main Street.

No. 7. Good of its kind, but not the best kind.

No. 8. How much better it is to jerk something of this kind out of your system than to tell the public in a simple, straightforward way just what your remedy cures, and why it cures, and what it costs.

No. 9. A neat looking ad, but it does not quite arrive.

Heard in a Drug Store.

"There's one thing about giving credit in a drug store which I have always said was wrong, and I know I'm right," said Jim Dumps to his Steady Stayby.

"What is it?" asked the Stayby, helping himself to a couple of migraine tablets and a handful of matches.

"Well, lots of people get 5, 10 or 15 cents' worth of stuff, and want it charged. Lots of times the clerk forgets to charge it, and, blame me, I'm almost glad when he does forget! But, say it's charged. Then I have to post the items, furnish stationery and bills, make out the bills once a month, send a clerk to try and collect, and nine times out of ten the customer says, 'What! a bill for 20 cents. Well, well, didn't know I owed you a cent; can't keep those little things in my mind, nothing but a \$10 bill; drop in to-night as I go by and pay.' He don't come in."

"Next month, when reminded of the little bill, he says: 'Boss getting hard up, isn't he? Twenty cents isn't much; we traded at other drug stores right along, and I can't remember that any of them ever insulted me by giving me a bill for 20 cents. But you are not to blame. Here's your 20 cents; please receipt the bill. Shouldn't think Dumps could afford to hire you to go out and collect such measly little bills. I am not blaming you, my boy, but I wouldn't stay in such a two by nine business.'"

"Now, that's the way they talk," said Dumps, "and I've figured it out this way: Charging those little items is a nuisance to begin with. Then after deducting the time and trouble and expense of keeping and collecting the account, I figure I'm in the hole."

"I believe you are, my boy," said the Steady Stayby, helping himself to a bromo seltzer.

"I'm going to turn over a new leaf," said Dumps. "Now here comes a woman who never has money enough except for carfare. She will want something charged, and I shall tell her that I can't charge less than 50 cents' worth."

"Perfectly proper," said the Steady Stayby.

Lady Customer: "Mr. Dumps, I want the smallest bottle you can possibly give me of balsam peru, about 5 cents' worth will do." "Certainly, madame; anything else?" "Nothing, I believe." (Dumps gets the medicine, and hands it to the lady.) "I've only just carfare, Mr. Dumps; don't charge it, please, I will hand it to you."

"Oh, by the way!" says Dumps, "I have made it a rule, Mrs. Brown, not to charge anything under 50 cents."

"You don't say! Well, now, I think you are sensible; I don't see how you can remember a lot of small 5-cent items, and I shouldn't have asked you. Just give me 50 cents' worth of 2-cent stamps, and that will make it all right. You may charge them all if you please, and then you won't be violating your rule. Oh, dear! I have lost my carfare! Can you lend me a nickel to get home with, Mr. Dumps?"

"To be sure, madame; is there anything else?" "Nothing I think of, good-by!"

"Do you sell Bunyon's Nerve Cure?" asked the Steady Stayby, after the lady had gone.

"See here," said Dumps, "your cheap attempts at wit are ill-timed, puerile and highly offensive."

"All right," said the S. S. "I see plainly why you don't have more trade; you're too blamed cranky. What ails this cussed cigar lighter, anyway. Good-by!"

The Destruction of Our Forests.

It is stated that nine of the most successful of our modern novels aggregated a sale of over 1,600,000 copies. The paper on which these books were printed was made of wood fiber—cellulose—and the Pawtucket Gazette figures out that it required about 4,000 trees to furnish this paper. But this 2,000,000 pounds of paper was but a mere trifle in the paper output. The attack upon our woodlands is one of the alarming conditions of the day, and the world will hail with high honors the inventor of a good quality of paper that can be made without devastating our forests for the raw material.—From "From the Field of Fact," in Four-Track News for September.

small space well used, though it contains a little too much matter.

No. 5. A first-class ad, which would be improved by room for a stronger headline.

No. 6. If you want to drive trade away quickly, the merciful plan is to use a shot gun. If that won't do it, then let drive with some poetry of this class.

THE N. A. R. D. CONVENTION.

Information for Delegates—Features of the Forthcoming Meeting—Extension of the Miles Plan to All Proprietaries—President Roosevelt Will Receive the Delegates—New Plan for District Organization—Hotel Accommodations and Railroad Rates.

The fifth annual convention of the National Association of Retail Druggists will be held in Washington, D. C., October 5, 6, 7 and 8, and the Executive Committee of the association has issued an official announcement containing a cordial invitation to all retail druggists to be present. From what can be learned of the programme this gives promise of the greatest gathering in the five years of the association's existence. In view of the association's success in establishing the feasibility of the direct contract and serial numbering plan, so far as the products of one manufacturer are concerned, the extension of the plan to all proprietaries handled by members of the association, which it is proposed to bring about at the Washington



LEWIS C. HOPP,

First Vice-President, N. A. R. D.

meeting will be, perhaps, the most important feature of the convention.

PATENT LAW REVISION BEFORE THE PRESIDENT.

President Roosevelt has been interested in the N. A. R. D.'s fight for a revision of the patent laws, and has consented to have the matter presented to him by an authorized committee from the retail trade, and the secretary of the association has been advised through B. E. Pritchard, of McKeesport, Pa., that Tuesday noon, October 6, has been set aside by Mr. Roosevelt as the date on which he will receive a delegation at the White House. A formal statement setting forth the reasons why druggists believe the laws should be changed will be read by the chairman of the delegation. This will be one of the interesting features of the coming convention.

NEW SCHEME OF DISTRICT ORGANIZATION.

A plan will be advocated at the convention for district organization, by which every district consisting of a State or States shall have an organizer-collector, who will pay regular visits to the trade. It is likely that the dues will be increased to \$5 a year, which will include subscription to the N. A. R. D. notes. A more aggressive policy is expected, too, now that the wholesalers have indorsed the serial numbering plan.



SIMON N. JONES,

Chairman of the Executive Committee, N. A. R. D.

SPECIAL RAILROAD RATES.

Special rates of a fare and a third for the round trip to Washington and return have been granted by the different railroads, and to secure this reduced rate full fare must be paid going and a certificate obtained from the ticket agent. A special agent of the railroads will be present at convention headquarters in the Hotel Raleigh on Wednesday and Thursday, October 7 and 8, for the purpose of validating certificates. Immediately on arriving at Washington, the certificate accompanied by a fee of 25 cents should be turned over by the delegates to Charles F. Mann, chairman of the Transportation Committee, who will have it countersigned. When the certificates properly indorsed are presented to the ticket agent in Washington, a return ticket over the same route used in going may be purchased at one-third the usual fare.

FOR THE LADIES.

Special arrangements are being made to take care of any ladies who may attend the convention, either as delegates or



WALTER H. GALE,

Second Vice-President, N. A. R. D.



JOHN C. GALLAGHER,

Chairman of the Committee on National Legislation, N. A. R. D.

in company with delegates, and provision will be made for sightseeing and other entertainment features—a departure from the custom at previous conventions of the N. A. R. D., where no arrangements of this kind were made. It is suggested that druggists who contemplate attending the convention and who intend to bring ladies notify Wymond H. Bradbury, 467 C street, N. W., Washington, D. C., without delay.

As mentioned above, the headquarters of the convention will be at the Hotel Raleigh. The rates at this hotel are \$1.50, \$2, \$2.50 and \$3 per day, European plan only. The other hotels selected by the committee are: The Arlington (H street and Vermont avenue), American plan, \$4 per day; Ebbitt House, (Fourteenth and F streets, N. W.), American plan, \$2.50 to \$3 per day; Riggs House (Fifteenth and G streets), American plan, \$3 and up per day; Metropolitan Hotel (Sixth street and Pennsylvania avenue), American plan, \$2 per day; European, \$1 and up per day; St. James Hotel (Sixth street and Pennsylvania avenue), European plan, \$1 to \$4 per day. All the above hotels are within five to seven minutes' walk of convention headquarters.



CHARLES F. MANN,

Chairman of the Transportation Committee, N. A. R. D.

James Foulke, of 107 Monticello avenue, Jersey City, who is the local member of the Committee on Transportation of the N. A. R. D., informs us that advices have been received to the effect that a convention rate of a fare and a third has been granted for the Southwestern States, including Texas, Oklahoma and Indian Territory. This is the first time in the history of the association that excursion rates have been obtained from every passenger association in the United States. Mr. Foulke says that the outlook for the meeting is extremely encouraging. Representatives are to be present from California, Indian Territory and Florida, and other States not heretofore represented, while the States that have heretofore sent delegates, alternate delegates, and visitors will have a considerably larger representation than at any previous meeting.

American-Spanish Trade.

In his annual report showing the trade and industries of Carthage for the fiscal year ended June 30, 1903 (filed for publication in Commercial Relations), Consul Joseph Bowron thus treats of American-Spanish trade:

Letters, circulars and catalogues are plentiful, but they will



W. E. BINGHAM,

Member of the Executive Committee, N. A. R. D.

not create business until Americans are prepared to quote cost, freight and insurance to Spanish ports, on the basis of English or French money, and give respectable customers such ordinary commercial credits as they can obtain readily from European shippers.

The enhanced cost of American goods, due to the absence of direct steam communication between United States and Spanish ports, has been referred to in previous reports. In this connection I may say that bread is essentially the staple of life throughout Spain, and that in this consular district the bulk of the bread is made from flour which is brought hundreds of miles from Catalonia and the north. With a treaty of commerce and direct steam communication, I have no doubt that American flour could win and hold this market.

Drugs Must Not Be Mailed Except to Druggists in Sweden.

The United States postal authorities direct attention to the fact that pharmaceutical drugs can only be forwarded in the mails to Sweden when sent to drug stores, and certain scientists and manufacturers who have been granted official permission to receive them. All such drugs which reach that country bearing other addresses are returned to the senders if possible.

SERIOUS CHARGES AGAINST ILLINOIS BOARD.

Injunction Sought by Central Pharmacy—Board Charged with Endeavor to Drive Complainants Out of Business—The Board Has Brought Four Suits—The Board Undisturbed.

Chicago, September 24.—Adolph C. Brendecke and Alfred Dahlberg, proprietors of the Central Pharmacy, 242 West Randolph street, in a bill for injunction filed yesterday, charge Wilhelm Bodemann with demanding money in return for dropping prosecutions for unlawful sales of cocaine. The bill is also directed against William Henry Sage and the State Board



WILHELM BODEMANN.

Of the Illinois State Board of Pharmacy.

of Pharmacy, all being included in the sweeping charge that they are trying to drive the defendants out of business. Mr. Bodemann has prosecuted four suits against this pharmacy and in one secured a conviction, a fine of \$50 being imposed on Brendecke.

The charges are accepted by druggists as being merely evidence of the bitterness of feeling which has resulted from the crusade to stop the cocaine traffic.

The AMERICAN DRUGGIST's representative tried to get Mr. Bodemann's views on the charges, but was unable to locate him. In his absence Julius Schroeder, his secretary, said that this pharmacy was a persistent offender and that the prosecutions would be kept until the law was obeyed.

Medicines and Soap in China.

The import of foreign medicines into China grows slowly but steadily, says the British Consul at Wuchow, as Chinese practitioners trained in the mission hospitals at Canton and Fatsan are beginning to settle in the province. The best-known medicines in use at the present time are quinine and "tabloids," cod liver oil and emulsion, iodine and iodide of potassium, sulphate of zinc (for eye lotions), etc. British soap of a well-known brand sells at 1 shilling per box of three tablets, but, being packed in plain cardboard boxes and but slightly perfumed, it is not so much in demand as the cheaper and highly scented French and German varieties in ornamental covers, which sell well at 6 pence to 1 shilling per box. A Chinaman, and particularly a Chinawoman, always looks to the box, tin, or bottle, as the case may be, when purchasing foreign goods. There is a large variety of foreign soaps on sale in the Wuchow shops; they are chiefly of French and German manufacture, selling at 1 shilling to 1 shilling 6 pence per bottle here, again, the article is recommended by the shape and quality of the bottle.

PROPRIETORS NOT RESPONSIBLE FOR CLERKS' ACTS.

Intent Necessary to Conviction of Proprietor—New Application of Doctrine of Responsibility for Agents—Excise Law a Criminal Not a Civil Statute—Far Reaching Consequences May Follow Decision.

Justice Davy, of the Supreme Court of the State of New York, Seventh District, has handed down a decision in a suit brought by the State Commissioner of Excise, in which the important ruling is made that intent on the part of the principal must be proven before he can be held responsible for violation of the law by his clerk, even though the latter be plainly guilty. The ruling was made at a special term of the Supreme Court held in Rochester on September 15, in the case of John F. Burkhard, a druggist of 608 South avenue, Rochester, whose clerk, Frank Snyder, sold a half pint of brandy to State Excise Agent Henry C. Adey on December 16, 1901, for 50 cents, and repeated the sale to the same agent two days later, no doctor's prescription being presented on either occasion. The pharmacists' license at that time forbade sales of less than 5 gallons of spirits except on a physicians' prescription.

Patrick J. Cullinan, State Commissioner of Excise, sued Burkhard and his surety, the Title & Guaranty Company, of Rochester, to recover the penalty of \$500. Justice Davy took the case from the jury, directing a verdict for the defendants. Mr. Cullinan considered the ruling so important that he directed Attorney Albert O. Briggs to carry the case higher. Motion for a new trial on the minutes was made, and Justice Davy has denied it, writing an opinion that will be scrutinized by the Court of Appeals before the issue is finally decided. Charles J. Bissell appeared for the defendants.

Counsel for the State maintained that the action was simply a civil one upon a contract, and that the relation of master and servant existed between Burkhard and Snyder. This would make the employer responsible for the servant's acts, even though the latter sold the liquor, as was proven to the satisfaction of both sides, without the druggist's knowledge or consent and against his express instructions.

Justice Davy holds that the penalty referred to in the bond is of the nature of a pecuniary punishment for a violation of the statute. The old rule is then invoked that a penal statute must be strictly construed and cannot be extended beyond the clear import of its language. Then follows the application of the well settled rule that the relation of principal and agent does not appertain to transactions which are illegal, immoral or opposed to public policy. All persons actually participating in an unlawful act are principals. It has been held that there can be no such thing as agency in the perpetration of a crime or in the doing of an unlawful act.

The directions of Burkhard to the clerk having been specific, and the latter having disregarded them, it can hardly be held that the clerk was acting in the performance of his duty when he violated the law. "While the authorities upon the main point under consideration are somewhat conflicting," says Justice Davy, "yet I am of the opinion that the sounder rule is that the holder of a license certificate cannot be made to suffer for the unlawful act of his clerk committed without his knowledge or consent. Any other rule would certainly work great injustice to the holder of the liquor tax certificate. He could have his license taken away from him, and be deprived of all rights and privileges thereunder and compelled to pay the penalty prescribed by the statute simply because his servant for some petty grievance sold liquor contrary to law, and for the express purpose of injuring his master. It seems to me that the statute will bear no such harsh construction. It would require a clear expression of the intent of the Legislature to justify such a construction of the penal statute, which would expose an innocent man to a disgraceful punishment for an act of which he had no knowledge, which he did not in any way participate in, or authorize, but which he had expressly forbidden."

The law provides for the forfeiture of the certificate of a principal whose clerks have been twice convicted of violations of the statute. If the State's contention, that Burkhard and Snyder were servant and master and the former responsible for the acts of the latter in the performance of his duties, be correct, asks Justice Davy, why should not one conviction of the servant suffice for the revocation of the master's license? He holds that the section was evidently intended to apply to employees who violated the law without the knowledge of their principal. If the master permitted his servant to sell liquor in violation of the law, his license might be revoked even if the

servant was not convicted. Justice Davy cites numerous authorities to show that intent on the part of the principal must be proven before he can be held responsible for violation of the law by his clerk, even though the latter be plainly guilty.

Annual Meeting of the Michigan Pharmaceutical Association.

The twenty-first annual meeting of the Michigan Pharmaceutical Association was held at Battle Creek on Tuesday and Wednesday, September 8 and 9. One of the most interesting features of the meeting was a talk by Prof. A. B. Prescott, of the University of Michigan, on "Wood alcohol and Columbian spirits; their poisonous effects and means of detection." A paper by C. F. Mann, of Detroit, on the subject, Where is Pharmacy Drifting? aroused an animated discussion. A number of other interesting and practical papers were read, including "The causes and remedies for the decline of the prescription business," by Wm. C. Kirchgessner; "The limitations and possibilities of the drug business," by M. Dods-worth; Paying for Dead Horses, by J. Major Lemen; Drug Advertising, by Harry B. Mason. J. W. T. Knox, of Detroit, also contributed a paper.

C. F. Mann, chairman of the Legislative Committee, submitted a draft of the proposed pharmacy law, and action upon it was deferred for one year.

In his annual address President Hagans made an urgent appeal to the members of the State organization to continue their affiliation with the National Association of Retail Druggists. He also strongly protested against the use of trading stamps, and anything pertaining to rebates to customers.

The election of officers resulted as follows:

President, O. L. Walker, Detroit; first vice-president, J. O. Schlotterbeck, Ann Arbor; second vice-president, J. E. Weeks, Battle Creek; third vice-president, H. C. Peckham, Freeport; secretary, W. H. Burke, Detroit; treasurer, J. Major Lemen, Shepard.

Executive Committee, D. A. Hagans, Monroe; Dr. Ward, St. Clair; W. A. Hall, Detroit; John D. Muir, Grand Rapids; H. J. Brown, Grand Rapids.

Trade Interests Committee, W. C. Kirchgessner, Grand Rapids; Stanley Parkill, Owosso.

The Delaware Board of Pharmacy.

The Delaware State Board of Pharmacy met in semiannual session at Smyrna on September 16, when W. E. Smith and Joseph P. Williams, of Wilmington, were admitted as new members. The election of officers resulted as follows: President, W. F. Haines, of Seaford; vice-president, W. F. Dunn, of Smyrna, and secretary and treasurer, Albert Dougherty, of Wilmington. The next meeting of the board for the examination of candidates for registration will be held in Wilmington on January 7, 1904. All pharmacists who are not properly qualified by January 7, and who are conducting business, will be proceeded against at that time for violation of the pharmacy law.

Camphor from Amoy.

Since the formation of the camphor monopoly in Formosa, and the consequent high prices, attempts have been made to stimulate the production of camphor in other directions. For instance, the port of Amoy shipped 55,083 pounds in 1902, which was more than double the quantity exported in the previous year, and the output is expected to go on increasing. In June last year the provincial authorities at Amoy established a Government Bureau for the control of the camphor industry throughout the province, all merchants dealing in the drug being obliged to purchase through the Government office at the fixed Government price. The monopoly thus created being plainly an infringement of treaty rights, representations have been made on the subject, and for the present the Government Camphor Bureau has been unable to enforce its prohibitions against the so-called illicit production and sale of camphor by the native still owners. The camphor continues to find its way down to Amoy, with or without transit pass, in quantities which, though small, are sufficient to create competition with the Formosan product.

There is a novel case in New Hampshire which has just been decided in favor of the defendant. Benjamin Green, of Portsmouth, was arrested and charged with violating the law by keeping open on Sunday, he being the holder of a third-class liquor license, which prohibits doing business on the Lord's Day. Mr. Green's counsel contended that the place of business was kept open on that day under the fifth-class or druggist's

license, which the defendant also held. The Judge took this last view of the case, and discharged the defendant. The case attracted much attention, as Mr. Green was the only druggist who had taken out the two licenses.

IMPROVED CONDITIONS FOR HOSPITAL APOTHECARIES.

Interests of the Apothecaries in the State Service Being Looked After.

We are informed by Secretary Dawson, of the New York State Pharmaceutical Association, that a meeting is soon to be held by the Committee on Salaries of the Department of Charities of the State Hospital Service, and that action will likely be taken at this meeting looking to some increase in the pay of the hospital apothecaries in the State service. It will be remembered that at the annual meeting of the New York State Pharmaceutical Association held at Utica last year, a resolution was introduced by the Association of State Service Apothecaries asking the support of the N. Y. S. P. A. in their efforts to advance the status of the apothecaries and pharmacists in the State service. On this committee President Anderson appointed S. V. B. Swann, Felix Hirsman, New York; Thomas Stoddard, J. A. Lockie, Buffalo; W. L. Bradt, Albany, and C. B. Sears, Auburn. The interests of the hospital apothecaries are therefore in good hands.

CONSTITUTION TO CONFORM TO CHARTER.

Manhattan Association to Alter Constitution in Conformity with Charter—Spirited Discussion of American Druggist Article—Further Delay in Increasing Secretary's Salary.

After a long wrangle over the article in the last issue of the AMERICAN DRUGGIST, entitled Charter Provisions Violated, and after taking this journal severely to task for printing the same, the members of the Manhattan Pharmaceutical Association nevertheless decided at their meeting last Monday night to have the constitution of the association revised so as to conform with the charter. The article in question pointed out that certain provisions of the charter which require a board of 15 managers, three vice-presidents, etc., had been ignored; it was a plain statement of facts, and the facts were admitted at Monday's meeting, notwithstanding the tirade that was indulged in. On motion of A. C. Searles, the following committee was named to take charge of the matter: A. C. Searles, Reuben B. Smith, George H. Hitchcock, J. Maxwell Pringle and S. V. B. Swann.

It was the first meeting after the summer recess. President Erb made a few remarks appropriate to the opening of the active work of the association. Treasurer Hitchcock reported a balance of \$174.96.

Sidney Faber proposed an amendment to add \$50 to the secretary's salary. This, however, was referred to the committee appointed to revise the constitution and by-laws.

PROPOSED AMENDMENTS TO THE STATE PHARMACY LAW.

Measures That Will Be Introduced at the Next Session of the Legislature—The Prerequisite Clause and Grocers' Permits.

It seems more than likely that at least two amendments to the State Pharmacy law will be introduced at the coming session of the Legislature. One of them, providing for the so-called prerequisite clause, has already been indorsed by the State Pharmaceutical Association, and at the last annual convention of the association in Utica arrangements were made for the drafting and introduction of such an amendment. The measure will provide for proof of graduation from a college of pharmacy, and a certain number of Regents' counts as a prerequisite for examination before a Board of Pharmacy. The proposed amendment will not apply to candidates for the grade of licensed druggist. So far as known, there is little or no op-

position to this contemplated requirement, and if pharmacists have their say it will undoubtedly pass.

Another amendment which it seems reasonably certain will be introduced in the Legislature was also brought up at the State meeting, but did not receive the formal indorsement of that body. Nevertheless, there is a strong sentiment in its favor. The amendment referred to was first suggested by members of the State Board of Pharmacy, and provides for the granting of permits to grocers and others, enabling them to sell drugs in original packages, bearing the label of a licensed pharmacist, upon the payment of a license and registration fee of \$3. At the State gathering the opposition to this proposed amendment, it will be recalled, came chiefly from William Muir. Although the matter was tabled at Utica, there is good reason to believe that this proposed amendment will make its appearance at Albany this winter. If it does, it will precipitate a hot fight.

Obituary.

ADOLPH JULIAN SCHAFHIRT.

Adolph J. Schafhirt died suddenly at his home at North Capitol and H streets, Washington, on September 14. Apoplexy is supposed to have been the cause of death. In pharmaceutical circles in Washington the deceased was well known, having been president of the National College of Pharmacy for several years. He was elected a member of the American Pharmaceutical Association in 1876, and held membership in the District of Columbia Retail Druggists' Association. He was also actively identified with the local Grand Army affairs, being a member of Kit Carson Post, No. 2. Born in Göttingen, Germany, in 1841, Mr. Schafhirt came to this country with his parents when he was 14 years of age, the family residing in Philadelphia. At the outbreak of the Civil War he volunteered his services as a hospital steward, and for the manner in which he discharged his duties he was appointed to the regular army as an anatomist, and was detailed for duty at the old Medical Museum in Washington. He held that office until 1865, when he resigned and opened a retail pharmacy at Delaware avenue and H street, N. W. In 1860 he was married to Miss Ara N. Young, of Philadelphia, who with a daughter and son survive him.

Mr. Schafhirt was a pharmacist of marked ability, who in business leaned to the professional side. Although he conducted a pharmacy on a prominent corner, immediately opposite the Government printing office, where thousands of persons are employed, he never sold soda water. He was of a very charitable disposition, generous to his employees, and much respected in the community. He will be mourned by a host of business and social friends.

Died.

ALDERSON.—In Bowling Green, Ky., on Tuesday, September 1, Burben Alderson.

BLAKE.—In Lafayette, La., on Thursday, September 17, Thomas Nelson Blake, vice-president of the Parker-Blake Drug Company, in the forty-fifth year of his age.

DASKE.—In Middletown, Conn., on Tuesday, September 1, Antonio Daske, of Ansonia, in the twentieth year of his age.

LAUER.—In Baltimore, Md., on Tuesday, September 8, Michael J. Lauer, sr., in the sixty-first year of his age.

McFADDEN.—In Brooklyn, N. Y., on Monday, September 21, Edward McFadden, in the twenty-eighth year of his age.

MURKEN.—In Brooklyn, N. Y., on Saturday, September 5, Andrew P. Murken, in the thirty-seventh year of his age.

NIXON.—In Ashland, Va., on Tuesday, September 8, George R. Nixon, in the fifty-fifth year of his age.

RICHARDS.—In Milwaukee, Wis., on Thursday, September 3, Dr. John F. Richards, of Tomah, in the eighty-eighth year of his age.

SCHAFHIRT.—In Washington, D. C., on Monday, September 14, Adolph J. Schafhirt, in the sixty-second year of his age.

SHATTUCK.—In Barre, Vt., on Tuesday, September 15, N. Hazel Shattuck, in the seventy-second year of his age.

SMITH.—In Nashville, Tenn., on Thursday, September 10, Dr. W. H. Smith, in the sixty-third year of his age.

SULLIVAN.—In Thompsonville, Conn., on Tuesday, September 8, John Matthew Sullivan.

WEAVER.—In North Tonawanda, N. Y., on Saturday, September 12, George W. Weaver, of Lockport, in the sixty-sixth year of his age.

GREATER NEW YORK

Robert McLain, of the Grasselli Chemical Company, has returned from a pleasant vacation spent in Canada.

Recent visitors to New York are H. J. Bechtold, of J. K. Post & Co., Rochester, N. Y., and S. A. Grove, of Buffalo, N. Y.

One day recently the Board of Pharmacy collected \$200 in fines. The cases, which were turned over from the Faber régime, when Mr. Erb became secretary, have practically all been disposed of.

The Citro-Chemical Company of America is a recent New Jersey incorporation, which will manufacture and sell citric acid, and deal in pharmaceutical preparations. Commodore Isaac E. Emerson, of Baltimore, is one of the incorporators, with Smith H. McKim and W. W. White.

A. J. Davenport, the manager and buyer of the Judge & Dolph Drug Company, St. Louis, passed through New York last week at the close of a three weeks holiday in Canada. Before turning his back definitely on the East he ran down to Atlantic City for a dip in the surf. From there he went straight to St. Louis.

A number of the Western members of the National Wholesale Druggists' Association stopped over at New York on their return journey and improved the opportunity of visiting among their friends in the trade, buying, etc. Frank S. Hereth and Allan R. Fellows, of the Searle & Hereth Company, Chicago, were among the visitors.

The following are the delegates from the New York State Pharmaceutical Association to the N. A. R. D. convention in Washington next month: William Muir, Brooklyn, chairman; Felix Hirsman, Manhattan; Thomas Stoddart, R. K. Smither, Buffalo, and Wm. C. Anderson, Brooklyn. The alternates are S. V. B. Swann, Joseph Weinstein, Ulrich Wiesendanger, Geo. Weimann, and Louis Epstein.

The Brooklyn College of Pharmacy will open on Monday, September 28. The senior class will begin work on that day, and the junior class on the following day. Additional equipment, representing an outlay of about \$1,000, has been placed in the college during the summer recess. A valuable new feature is the installation of counter scales in the pharmaceutical laboratory, in place of hand scales used heretofore.

At the meeting of the German Apothecaries' Society next Thursday evening it is likely that the plan for a druggists' co-operative fire insurance company, which a special committee has been at work on for several months, will be presented for adoption. Final details are now being worked out by the committee, which consists of Emil Roller, chairman; George Gregorius, George Kleinau, E. C. Goetting and A. Wortmann.

At the last regular meeting of the Bushwick Pharmaceutical Association, Emil Roller, of the German Apothecaries' Society, was a guest. He explained in detail the proposed co-operative fire insurance plan, which the German society hopes to put into operation. His remarks were listened to with close attention, and the members of Bushwick expressed their appreciation of the movement, and appointed a committee to co-operate.

A news note in the AMERICAN DRUGGIST for September 14, page 160, recorded the organization by John B. Rockefeller of a great chemical trust, and we now note the incorporation in Washington of the Ava Chemical Company by Charles E. White, Arthur E. Ebbitson, Henry W. Cornell, Fred. H. Vogt, John B. Moon, James A. Tonney, and Thomas Kennedy. The capital is named at \$1,500, "with privilege of increasing stock to \$1,000,000."

The German Apothecaries' Society will have an outing at Bachman's Pavilion, Rose Bank, S. I., on Thursday, October 8, which will take the place of the annual ball at Terrace Garden. Games of various kinds will be indulged in, and prizes will be awarded. Arrangements have been made for seating 300 people at the tables, so there will be no difficulty in serving every one. The Staten Island ferryboat leaving at 1 p.m. will carry the band.

Rudolph Burkhardt, the well-known Brooklyn druggist, whose pharmacy is at Broadway and Greene avenue, returned from Europe on the "Oceanic," on September 16. He was accompanied on his holiday tour through Germany, Switzerland, France and England by Mrs. Burkhardt and their children, Marie and Rudolph, jr. A large floral horseshoe was presented to Mr. Burkhardt by the prescription clerks and others employed in his Broadway pharmacy.

Sporadic instances of the "new economic order" in pharmacy predicted by Harry B. Mason, of Detroit, are cropping up. Charles C. Hefele, proprietor of Hefele Brothers Pharmacy in Babylon, L. I., has disposed of his business to a syndicate, who will incorporate as a stock company under the name of the Hefele Drug Company, and this company will, it is said, establish a chain of drug stores along the south side of Long Island. The Hefele Pharmacy sold to the syndicate is one of the oldest in Suffolk County, and decades ago was the gathering place of politicians of both parties.

There is on exhibition at the Broadway Central Hotel, this week, a remarkable display of many different varieties of sponges. The collection represents some \$20,000 in money value, and it will be worth the while of any druggist to view the exhibit, which is being conducted under the auspices of the Smith, Kline & French Company, of Philadelphia. This information comes to us from a rival sponge dealer, who could not withhold an expression of admiration for the unusually high character of the display made by the Philadelphia firm. The Broadway Central Hotel is situated at 673 Broadway, near Astor place.

The following officers were elected at the annual meeting of the Wholesale Drug Trade Bowling Association: President, William A. Hamann; vice-president, C. A. McCormick; treasurer, W. J. Carr; secretary, C. E. Meek; statistician, C. Brunn; directors, Wm. Norris, John Rudmann, and H. C. Lovia. It was decided to play under the rules of the New York Bowling Association, beginning on October 17; entries will close on October 8. The firms, so far entered, are Johnson & Johnson, Roessler & Hasslacher Chemical Company, Seabury & Johnson, Bruen, Ritchey & Co., Dodge & Olcott, Sharp & Dohme, Parke, Davis & Co. and the National Lead Company.

Among the out of town visitors to the local drug market during the past week or two were A. D. Thompson, of A. D. Thompson & Co., Minneapolis; Andrew Van Antwerp, of G. Van Antwerp & Son, Mobile, Ala.; J. F. Delaney, of Smith Bros. & Co., McKinney, Texas; R. L. Hicks, Bainbridge, Ga.; J. L. Horsey, Fernandina, Fla.; A. R. Fellows, Chicago; Geo. H. Battier, Memphis, Tenn.; O. F. Fuller, of Fuller & Co., Chicago; Jas. G. Stanley, Baltimore; J. C. Robinson, Dallas, Texas; J. P. Remington, Philadelphia; Geo. T. Berridge, Detroit; E. A. Talbot, of Talbot Bros., Los Angeles; John Ferguson, of Ferguson Bros., Philadelphia.

The Jersey City Evening Journal records some interesting coincidences in the careers of two well-known Bayonne pharmacists. Max Strauss, of Avenue D and Eighth street, and William Whitehead, of Avenue D and Thirty-fifth street, both attended the same public school in Elizabethport, and secured employment in the same block in that place when their school days were over; they entered the New Jersey College of Pharmacy the same year and graduated the same year. Then they both busied themselves in considering the matter of a desirable place to open drug stores. Without the knowledge of the other both decided to locate in Bayonne, where they started in business. Both men play on the Bayonne Druggists' Baseball team. Mrs. Strauss and Mrs. Whitehead were introduced at the first baseball game in Bayonne this year between the Bayonne and Elizabethport druggists.

"That's the kind of a fellow I despise." This remark was made the other day by Chas. S. Erb, secretary of the Eastern Branch of the State Board of Pharmacy, as a young man walked out of his store after having had a few minutes' conversation with Mr. Erb. The young man, it seems, had for some reason or other lost his position as clerk in a certain pharmacy, and "for humanity's sake" had gone to Mr. Erb and informed him that his former employer had violated the Pharmacy law while he was in his employ, and he had reason that the violations were being continued. "Humanity's welfare," said Mr. Erb, "did not seem to trouble this clerk very much while he was drawing his stipend. It's simply a case of personal spite, and he expects the board to take notice of such complaints. 'I myself,' continued Mr. Erb, 'would never proceed against a druggist under such circumstances; and it is such people as the one who was just here that are among the first to criticise the board for not prosecuting violations.'"

ELECTION IN DRUG CLERKS' CIRCLE.

A special meeting of the Drug Clerks' Circle was held in their club rooms at 235 East Broadway on Wednesday evening, September 9. The election for officers to serve during the ensuing year resulted as follows: President, Ph. Lewy; vice-president, L. B. Epstein; treasurer, Dr. J. Kahn; trustee, J. Bernstein; financial secretary, I. Streiffer; corresponding secretary, B. Colle; recording secretary, William S. Sunday; sergeant-at-arms, J. Gallobin. J. Beck installed the newly elected

president, who in turn installed the other officers, and appointed the following committees:

Arrangements—J. Beck, chairman; Dr. J. Kahn, J. Hertzberger, I. Streiffer and H. Baylinson; Board of Health—B. Colle and J. Bernstein; Grievances—Ph. Lewy and J. Gallobin; Open Meeting—L. B. Epstein, chairman; B. Colle and I. Streiffer; Social—J. Beck, chairman; J. Hertzberger and L. B. Epstein.

WESTERN NEW YORK.

Business Fair for the Season—The Western Branch Examined Sixteen Applicants—Excise Violators on Trial—A Soda Water Boy Turns Out to Be a Girl.

(From our Regular Correspondent.)

Buffalo, September 26.—Buffalo druggists differ somewhat as to the trade of late, according to location. There seem to have been currents of trade setting in here and there, which some have caught and some have not. One man says the price cutter has been on a vacation lately, and their trade has escaped his knife, which he appears to have taken with him by mistake instead of leaving it hanging at the front door as usual. It is pleasant at least to hear certain old dealers saying that their late business has been the best they ever knew, as it may mean that the others will come in for theirs in good time.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY examined 16 applicants at the first September meeting, seven being for pharmacist and nine for druggist. The second meeting of the month will be held at Batavia, in compliment to E. M. Jewell, the Batavia member of the board. There is much the usual amount of law violation to take in hand at each meeting, most of it coming from country stores that exceed their limit in some way, trusting to luck to enable them to escape the penalty.

The Buffalo local papers are reporting the cases brought by the State Excise Department against 11 saloon keepers and two city druggists for exceeding their license permits in selling liquor, but fail to note that they are all old cases, brought up two years ago during the Pan-American Exposition, and left over through the law's delay. The druggists are Ernest B. Walker and Charles H. Gauger.

THE "BREAD WALK."

A mixed party, the professional part of it including Dr. Ernest Wende, late City Health Commissioner, and Dr. W. G. Gregory, the druggist and member of the State Board of Pharmacy, found fishing good up in a Canadian camp this summer, and all was harmony and high eating till some one learned of a lake several miles away that was reputed to be without fish or any other special attraction for the camper, and a plan was cooked up to induce Dr. Wende and another member of the company to go over there for a day. The victims were given to believe that the fish fairly hung on the trees, and every prospect was charming. The trip was made, and proved a very wearisome one. Somebody had carefully taken from the kit of the prospectors every bit of the provisions but dry bread; and that was all that the poor adventurers had to eat while they were away from the camp. They did some very desperate fishing, but at last gave it up and returned, never to hear the last of the "bread walk."

Quite a sensation was created in Buffalo lately by the discovery that a pretty and modest "boy," doing the soda water act and assisting generally in the drug store of R. K. Smither, at Jersey and Niagara streets, was a girl in disguise. She had been there some time, and had become quite a favorite, so that the rest of the establishment was sorry to be obliged to give her up. She was an entirely respectable girl, who had conceived the idea that she could earn a living easier as a boy than as a girl. The sudden romance that she found herself both the hero and heroine of was short lived, and it left her out of a position.

EXAMINATION BY THE MIDDLE BRANCH.

The Middle Branch of the New York State Board of Pharmacy held an examination at the Yates Hotel in Syracuse on September 17. Of the 40 candidates who presented themselves for registration by examination 10 pharmacists and 5 druggists were successful as follows: Pharmacists—James E. Jones, Syracuse; David Stolz, Syracuse; John J. Hubertus, Canastota; John J. Monahan, Auburn; Frank S. Thyne, Schenectady; William E. Cooper, Walden; August W. Snyder, Utica; Ellsworth Pindar, Newburg; John Gates, Madison; Benjamin

Wanser, Troy. Druggists—H. B. Thompson, Oneonta; H. M. King, Matteawan; Frank E. Grace, Rome; R. R. Aikens, Albany, and John A. Allert, Palmyra.

BUFFALO NOTES.

Dr. J. F. Krug has sold his pharmacy at Fillmore avenue and Sycamore street to William Mezger, formerly the manager of the South Park Pharmacy.

W. D. Balliett, manager of the pharmacy of H. P. Hayes, at 469 Elk street, has taken a similar position in the store of C. J. Dwyer, on the same street.

Fire in the drug store of Frank T. Dewey, on Niagara street, formerly occupied by Dr. Gregory, did minor damage, but threatened the whole establishment.

George W. Weaver, aged 65, and one of the oldest druggists in Lockport, died very suddenly at the Sheldon Hotel in North Tonawanda on the 11th, from what is supposed to be heart disease. He had been on a fishing trip to Niagara River, and stopped at the hotel on his way home, where he fell dead with scarcely a moment's warning. He was a man of excellent character, and leaves a family.

The Buffalo College of Pharmacy opens on October 8, with the usual advance indication of a good entering class. This has been about an even hundred for some years, and is quite satisfactory to all concerned. The clerks in the city are again quite scarce, so that the newcomers will mostly be able to find places if they want them while in school.

It is now the Schneider-Macy Drug Company, of Troy, an order having been granted on September 18 for the change of name from the Schneider & Irving Drug Company. Mr. Schneider, the president of the firm, is widely and favorably known to the members of the National Wholesale Druggists' Association from his recent regularity in attendance upon the meetings.

THE KNIGHTS OF THE GRIP-SACK.

The Faultless Rubber Company sends us their representative, G. W. Corning, this month from Akron, Ohio, to look after the wants of the public in the matter of rubber specialties.

H. J. Baringer, for some time the regular representative of John M. Maris & Co., is abroad with a fall line of the firm's goods, and visited us during the last part of the month.

H. C. Cooper comes to Buffalo with a very large constituency to look after, as he represents the Manola Company, the Sanitol Chemical Laboratory Company and the Walker Pharmaceutical Company, of St. Louis.

J. Manheimer, of the New York firm of Manheimer & Eben, an occasional visitor to this market, was with us about the middle of the month, selling drugs, essentials oils, vanilla beans and other good things.

C. J. H. Fitzsimmons, of the New York house of Fitzsimmons, Gleason & Co., took a trip to this market in the interest of his house during the first half of September, selling crude drugs and other specialties.

P. F. Zietlow, selling the good things of the Vant Woud Rubber Company, of New York, came to look after his Buffalo customers about the middle of September, and drove the usual good trade.

E. M. Willsley, with his usual long list of good things from the establishment of the Albany Chemical Company, went the Buffalo round during the third week of the month and made the usual good sales.

Lindborg's perfumes, sachets and toilet waters receive a new send-off from the visit here of Edward A. Coffin, who favors his intended customers with his photo on his advance notice to remind them that a good-looking man is better than another if he can sell more goods.

Our Telegraphic Report.

The meeting of the American Pharmaceutical Association adjourned August 8. An 11-page account of the meeting up to and including the session of August 7, appeared in the *AMERICAN DRUGGIST* of August 10, a copy of which was in this office when it was opened on the morning of August 12.—*Southern Drug Journal* for September.

MASSACHUSETTS.

After the N. W. D. A. Meeting—Local Retailers Pleased with Indorsement of the Direct Contract Plan—Delegates Prepare for the Washington Meeting—F. A. Hubbard, the New Board Member.

(From our Regular Correspondent.)

Boston, September 25.—Now that the conventions are over and the visitors departed, the entertainers are resting on their well earned laurels. At the close of the meetings, Charles F. Cutler and his energetic committee were recipients of much praise. A conservative estimate places the number attending the conventions at 500. It is anticipated that the contributors to the Entertainment Fund will receive back a handsome dividend, as a tidy sum will remain after meeting all expenses. On the last day, Edgar F. Billings provided a special car, and about 40 availed themselves of the opportunity to get a last glimpse of the wonders of the botanical collection of Harvard University. President C. F. Shoemaker, just before leaving, said his visit had been one of the most enjoyable ever made to this city. He pronounced the Hub, with its richness in historic associations, an ideal convention city. Secretary J. E. Toms was enthusiastic in his praise of Boston, and expressed the indebtedness of his association for the successful execution of the admirably planned programme of entertainment.

VIEWS OF THE RETAIL TRADE AND THE MEETING.

Local retailers are much pleased over the manner in which Mr. Wooten presented the contract plan issue. Henry Canning considers that Mr. Wooten's skillful handling of the subject accomplished much in the way of final acceptance. Mr. Canning says that the retailers want the plan, the wholesalers are willing, and while it will revolutionize trade, a determined effort will be made to have the proprietors indorse and adopt the idea. C. P. Flynn thinks the contract plan will be the slogan of the N. A. R. D., and speaks in praise of the wise and conservative spirit shown in bringing the subject before the conventions. With the action of the wholesalers, the issue is up to the proprietors, says Mr. Flynn, to take definite action and not slight the proposition, as they appeared to do here. He thinks the plan will not be as expensive for the wholesalers, when in a proper basis, as now anticipated.

George W. Cobb is especially gratified over the success of the N. A. R. D. officials, and hopes that retailers will accord earnest support now that conditions are favorable to the serial numbering plan. Mr. Cobb asserts that financial backing of the organization at present will later put hundreds of dollars into the pockets of retailers.

In addition to the regular M. S. P. A. delegates and alternates to the N. A. R. D. convention, the meeting will be attended by C. A. Charles, of Malden, and P. J. Moriarty, of Worcester.

FRED. A. HUBBARD APPOINTED TO THE BOARD.

Governor Bates has just appointed Fred. A. Hubbard, of Newton, to be a member of the Board of Registration of Pharmacy, vice Freeman H. Butler, of Lowell, whose term had expired. Mr. Hubbard was first in the list, indorsed by the M. S. P. A. for this position. Mr. Hubbard was born in Manchester, N. H., in 1860, and later moved to Watertown, in this State, where he gained his first knowledge of the drug business. Later, he moved to Newton, since which time he has been identified with the drug trade of that city. He has always been active in pharmaceutical circles, having served as president of the M. S. P. A., and been twice honored with the presidency of the Boston Druggists' Association. Just now he is representing the latter organization as a member of the Boston Associated Board of Trade. He is also a trustee of the M. C. P. Mr. Hubbard takes an active interest in local politics, and is at present in his third year of service as an alderman.

Many concerns are taking advantage of the new law dealing with corporations, to file their certificate of incorporation in this State. The latest drug concerns to adopt this course are the Malden Drug Company, Malden, capital \$10,000; president, George W. Woodbury; treasurer, Albert E. Crowley, and the Rose Cures Company, Boston, medicinal compounds, capital \$10,000; president, Charles D. Rose; treasurer, Harry M. Watts. In Maine a certificate of incorporation was recently filed by the Dr. Lewis Aqua Vita Company, organized at Kittery, to deal in medicines and compounds; capital \$100,000; nothing paid in; par value \$1. Promoters, John C. Hoyt, Boston; Millard E. Lewis, Melrose, Mass.; Horace Mitchell, president; M. G. Mitchell, Kittery; A. Meloon, treasurer, New-castle, N. H.

N. A. R. D. PROSPERING IN MASSACHUSETTS.

Dr. Hoffman, the energetic N. A. R. D. representative for Massachusetts, left this city some days ago for New York, intending to look over the field in Providence on the way. Mr. Stamm, the local agent for the Hub, is away at present pushing the interests of the organization in the Western part of the State. Locally it can be said that some of the big dealers are much gratified with the present status of affairs—so much so, in fact, that they hope that prices can soon be advanced. The trading stamp problem, however, is a difficult one to surmount and has given rise to some dissatisfaction. With that out of the way matters would progress more smoothly. This issue is not unsurmountable and calls for a wise forbearance until it is adjusted.

SPRINGFIELD DRUG CLERKS ADOPT LABOR UNION PRINCIPLES.

The Springfield Drug Clerks' Union was recently reorganized. The principal object of this union is to bring all of the clerks into the union and then demand a 65-hour week. A number of the stores in that city are now being conducted on that basis. The new officers are as follows: President, W. H. Touhey; vice-president, Marshall Johnson; recording secretary, W. W. Bradbury; financial secretary, F. J. Callanan; treasurer, Thomas McCarthy. Delegates to the Central Labor Union; W. H. Touhey, Marshall Johnson, Frank J. Callanan, Charles Adams and Harry H. Cook.

MR. STILES REVISITS BOSTON.

The business representatives of the American Soda Fountain Company continue to visit the firm's establishment before beginning an active season's campaign. Fred Graham, in control of the business of Washington and Oregon, was recently here. E. B. Watts, manager of the Atlanta office, has been looking the field over. Mr. Stiles, of the London, England, office, is also here. Mr. Stiles and his father are managing the London business, and the senior Stiles is pleasantly remembered here as the former proprietor of the Boylston street store, now owned by the Walker, Rintels Company. George Sturgis, Dallas, Texas, is also here. Mr. Sturgis has been summering at Atlantic City, and wished to look over the Hub factory before proceeding home. George F. Foadick, of the sales department, is again at his desk after a restful vacation at Camden, Me. Mr. Macksey, of the office force, with Mrs. Macksey, have returned from Swampscott to their town home.

TALKED ABOUT.

J. A. Clark is the proprietor of a new store at Fall River.

A. B. Isle and F. P. Lavoie have opened a new store in Lawrence.

P. H. Burke, Ph. G., M. C. P., 1900, has opened a new store at Lynn.

H. E. Gove, Phar.D., 1903, has entered the employ of Mr. Howard, of Medford.

C. A. Hull, Phar.D., 1903, was united in marriage September 16 to Ethel May McArthur, of Watertown.

Arthur L. Gavin, of Warren street, Roxbury, is a candidate for the legislative nomination from his ward.

Julian W. Baird, M.D., Dean of the M. C. P., has returned to his duties much refreshed by his vacation in the West.

E. G. Rodick, 40 Causeway street, was recently in trouble over an alleged illegal sale of liquor.

W. B. Hunt & Co., Washington and Elliot streets, are making extensive alterations in their establishment.

Two men were recently indicted by the Grand Jury for breaking into the store of Horace P. Child, of Malden.

The New England Pharmacal Company wound up its affairs a short time ago. The stockholders were retail druggists in this section. The debts were all paid, but there was no surplus.

Hon. Gorham D. Gilman attended the recent dinner of the California Pioneers, known popularly as the Forty-niners, as president, and, despite his protests, was unanimously re-elected to another term.

A prisoner in the Newton Police Court recently asserted while giving his evidence, that he had secured liquor from Druggist Greene, of that city, without signing the liquor book. The police promised to investigate the charge.

MAINE ITEMS.

A case of poisoning in Maine has been attracting much attention. James L. Burns, of Washington, was the defendant. Tincture of aconite was sold instead of tincture of rhubarb, which involved the death of the patient, a former resident of Cambridge, Mass. Suit was brought against Mr. Burns, the damages being placed at \$25,000. Preparations were made to try the case, but it has just been settled out of court, a large sum, it is understood, having been paid the plaintiff.

Down in Maine the secretary of the State Board of Health is making arrangements with some 150 druggists in different parts of the State to care for the necessary apparatus for the use of physicians in diagnosing cases of diphtheria, tuberculosis and typhoid fever. The outfits are furnished free, and there is no compensation. This movement is in compliance with an order passed by the last Legislature.

S. S. Lightbody, a prominent pharmacist of Waterville, has been committed to jail for liquor selling. This is the first case in the history of the Superior Court of Kennebec County where a bona fide druggist has been imprisoned for infringement of the prohibitory law. The sentences follow: As a common seller to a fine of \$100 and costs, and in default of payment, 60 days in jail; for drinking house and tipping shop, fine of \$100 and costs and 60 days in jail, and in default of payment, 60 days additional.

Charles E. Marble, advertising expert for the American Soda Fountain Company, has resumed his duties after an outing at Buzzard's Bay. Mr. Marble brought with him a generous coat of tan and an abundance of enthusiasm on the business situation. He considers the outlook for the next season's soda trade as most promising, and he is making preparations for his firm to obtain a goodly share of the sales, and he will, at the same time, keep the concern's customers a little ahead of the times with information upon novelties. This firm has recently shipped new apparatus to the following druggists: E. E. Young, Wickford, R. I.; F. T. Brown, New Bedford; Philip A. Brosseau & Co., and C. A. Blake, both of Fall River, and Frank C. Hillis, St. John's, N. B.

Pennsylvania Board Licentiatees.

At the recent meeting of the State Pharmaceutical Examining Board, held in Williamsport, Pa., on Tuesday, July 21, 145 candidates presented themselves for examination. Of this number 23 passed a successful examination as registered pharmacists and 37 as registered qualified assistant pharmacists. The examinations were conducted by W. L. Cliffe, of Philadelphia; Paul W. Houck, of Shenandoah; George W. Davis, of Scranton; Louis Emanuel, of Pittsburgh, and Charles T. George, of Harrisburg. The list of successful candidates follow:

Registered Pharmacists—John Henry Park, Harrisburg; Thomas F. Rhodes, East Stroudsburg; Samuel D. Shull, Chambersburg; Miles M. Burke, Shenandoah; Theodore F. Hursh, Ashland; Le Roy D. Webster, Owego; Frank M. Baldwin, North East; Arthur Jenkins, Scranton; Osman B. Miles, Gaines; Frank E. Elliott, Franklin; Samuel Sickenberg, Indiana; George H. Cadwallader, Milton; Frank H. Leigh, Easton; Earl S. Bell, Joseph B. Downall, C. W. O'Sullivan, all of Pittsburgh; Edward F. Menger, Clarence Wilson, Thomas E. Shea, Chester C. Hensel, William Dulin, W. T. Jacoby, Norman Burritt, all of Philadelphia.

Registered Qualified Assistant Pharmacists—Chester J. Crowl, Howard F. Miller, both of Shamokin; Benjamin F. Davis, Wilkes-Barre; Arthur E. Shires, Steelton; Charles G. Higgins, Benjamin F. Jones, all of Shenandoah; Kenneth P. Lewis, Kingston; Joseph M. Huber, Malcolm K. Linton, both of Mahanoy City; Guy H. Curtis, Franklin; George L. Nevins, Jersey Shore; James O. B. Condra, Titusville; Lloyd S. Rhodes, John Edward Bonner, of Altoona; Theodore H. Bean, Altoona; Maud Sullenberger, Mahanoy City; Arthur Frank Delong, Lewisburg; Elizabeth Davis, Reynoldsville; Frederick W. Terpe, Scranton; Kate E. Newton, Coudersport; John Arthur Johns, New Castle; Walter O. Waite, Sugar Notch; Stanley S. Stair, Ashley; M. B. Runkle, Bellefonte; Albert Beilstein, Samuel H. Smith, both of Allegheny; Abel P. Beynon, Pittston; George H. Neale, J. J. Hoover, both of Pittsburgh; William B. Shurman, M. Harold Yoder, J. Edward Hale, Edwin H. Van Atlan, J. F. Van Keuren, J. Franklin Cohen, S. Andrew Gefney, Stefan M. Dorsewski, all of Philadelphia.

The next meeting of the board will be held in Philadelphia and Pittsburgh for the examination of applicants for registration, on Saturday, October 17, 1903.

All the necessary information regarding these examinations can be obtained by addressing the secretary, Charles T. George, Harrisburg, Pa.

PENNSYLVANIA.

**Echoes of the Boston Meeting—President Shoemaker Interviewed—
Mr. Rehfuß Speaks from the N. A. R. D. Standpoint.**

(From our Regular Correspondent.)

Philadelphia, September 25.—The leading representatives of both wholesale and retail trades profess to be thoroughly satisfied with the outcome of the Boston meeting of the National Wholesale Druggists' Association, where the direct control and serial numbering plan was indorsed. Clayton F. Shoemaker, the newly elected president, in an interview with the representative of the *AMERICAN DRUGGIST*, said:

"The result of the recent meeting of the National Wholesale Druggists' Association seems to have been satisfactory alike to both wholesalers and retailers. It has again demonstrated the fact that the wholesalers are sincere in their willingness; in fact, I may say their desire, to aid in any movements which promise to be of real benefit to the retailer. This has always been the attitude assumed by our association, and we have no desire to change this position.

"The Boston meeting may be considered a great success from every standpoint. The attendance was large, Boston is a beautiful city, and the hospitality offered by our entertainers was overpowering. The arrangements were not only magnificently conceived, but likewise successfully executed, and great credit is due to all who participated therein."

A leading retailer and one who is prominent in all matters pertaining to the drug business, said: "I wish to say that I know of no dissatisfaction whatever with the outcome of the N. W. D. A. meeting, and that, in my opinion, general satisfaction is the result of what transpired in Boston. Charles Rehfuß, the Philadelphia member of the Executive Board of the N. A. R. D., says that the committee sent there by the N. A. R. D. was entirely satisfied in the action taken by the N. W. D. A. in indorsing the 'Miles Plan' as a plan that will stand the courts and produce the results desired. It was what they went there for, and there could be no dissatisfaction when that was accomplished." "Personally," said Mr. Rehfuß, "I think, of course, all proprietors are seriously considering the effect of the plan upon their sales of their individual preparations, and it certainly must be made clear to them that they would suffer no loss of sales through the operations of the plan before they could be expected to take it up for preparations that are now on the market. But for the preparations of the future there should be only one plan of marketing as a sure preventative of existing conditions, and that is the direct contract, serial numbering plan."

THE PHILADELPHIA WHOLESALE DRUG COMPANY TO SUPPORT THE REBATE PLAN.

On September 17 a special meeting of the stockholders of the Philadelphia Wholesale Drug Company was held. This conference was for the purpose of ascertaining the views of the shareholders on the manner in which the business has been conducted. Recently the company was put on the jobbers' list, and since then the full rebate prices have been charged. Previous to this the members were in a position to obtain goods slightly below the regular selling price. This innovation did not meet with the approval of all. At the meeting a proposition was made to modify the manner of doing business, but after the new plan had been explained it was almost unanimously agreed to continue the system as it is at present conducted. Besides, it was agreed to support the Philadelphia Association of Retail Druggists in its efforts to bring about a uniform condition of business and the doing away with cutting of prices, either wholesale or retail.

PHILADELPHIA NEWS NOTES.

J. F. Maurice has returned from a vacation at Wildwood, N. J.

Mr. Pinter, who has been connected with H. K. Wampole & Co., has resigned.

D. E. Bransome, Johnson & Johnson's representative, spent the summer at Fort Washington with his family.

C. Sheehan, formerly with Dr. MacFarland on Second street, is opening a store at Sixteenth and Mifflin streets.

Sullivan & Richardson have purchased the old Bloomer Pharmacy, at Second and Wharton streets.

D. F. Shull has returned from a vacation which was spent in North Carolina.

J. Lawson Crothers has purchased the store at Tenth and Morris streets formerly owned by Dr. Ballantine.

C. B. McLaughlin, of Second and Market streets, Camden, is around again, after a severe illness.

Dr. L. P. Reiman, who conducts the drug store at Fifth and Ninth streets and Girard avenue. Bowling and other sports that are inclined to build up the physique are indulged in.

The Medico-Chirurgical College, Pharmaceutical Department, has the largest number of matriculates this year since the department was organized.

The Drug Athletic Association hold a weekly meeting at Ninth street and Girard avenue. Bowling and other sports that are inclined to build up the physique are indulged in.

Fred. Lehman, Twenty-fourth street and Columbia avenue, a recent graduate of the Temple College, Medical Department, has been appointed one of the faculty of this college.

H. B. Crawford, formerly with Dr. Menger, Twenty-ninth and Jefferson streets, is building up a profitable business at Fifty-eighth and Arch streets.

R. R. Funk, Seventh and Snyder avenue, has come to the conclusion that it is not well to live alone, and has taken unto himself a mate.

F. P. Riedenauer, who recently purchased the Slifer Pharmacy, at Germantown avenue and Tioga street, has leased the store next door and is making extensive alterations.

F. B. Ross, of Fifty-second street and Haverford avenue, is making extensive alterations in his store, which when completed will be one of the handsomest stores in West Philadelphia.

Charles Wagner has opened a new store at Fifty-fourth and Haverford avenue, and expects to occupy the building when completed.

A. R. Hesske, Doctor Stevens and W. H. Gano are enthusiastic auto tourists, and can be daily seen on the boulevard of the park.

Lane Collins, for many years with J. B. Fry at Sixteenth and Tasker streets, has purchased from Mr. Fry his branch store, at Fifteenth and Morris streets.

George B. Evans, one of the most widely known druggists in this city, was thrown from a tallyho recently and severely bruised. He is now convalescent.

John Freeman, of Freeman & Pettyjohn, who lately became a Benedick, has just returned from his wedding trip. The state of bliss is only marred by the terrors of house hunting in warm weather.

Charles Wagner, formerly of Ross & Wagner, has bought the lot at Fifty-fourth street and Haverford avenue, and will erect a large and handsome building on the site, the first floor to be given up to a beautifully fitted up drug store.

David R. Millard, secretary of the Maryland State Board of Pharmacy, accompanied by William M. Fouch, both of Baltimore, were in this city last week. They are both directors of the Calvert Drug Company.

A. A. Gracey has again startled his West Philadelphia colleagues by acquiring the lease of his next door store, which is even larger than the one occupied by him at present. Alterations are in progress to combine the two, which will give him one of the largest stores in Philadelphia.

G. W. Williams, a druggist's clerk at 805 Vine street, committed suicide on September 17, by taking an overdose of cocaine. Mr. Williams was born in Hazelton. His father was a member of Congress, and left him \$8,000. This he started to spend, and came to this city to get rid of it. After it was all gone he thought life was not worth struggling for.

San Francisco is to have a Botanic Garden devoted exclusively to medicinal plants. Grounds have already been set aside in a well protected part of Golden Gate Park. The planting and care of the garden are to be under the direction of the Park Superintendent and the authorities of the California College of Pharmacy. It is believed to be possible to grow 90 per cent. of all medicinal plants in the open, as the climatic and other conditions are unusually favorable.

ILLINOIS.

The Indiscriminate Sale of Poisons Condemned—The Cocaine Law Must Be Obeyed—A Warning from the State Board—Chicago News Notes.

(From our Regular Correspondent.)

Chicago, September 24.—The local interest in the approaching meeting of the N. A. R. D. is widespread, and a considerable number of delegates will attend from this city and the tributary territory. Two special cars have been reserved already for the delegation. Additional notes of the meeting appear in another column.

THE INDISCRIMINATE SALE OF POISONS.

A coroner's jury, after an inquest over the body of Walter Fay, who committed suicide in Lincoln Park, censured retail druggists who sell poisons without a physician's certificate. The following was contained in the verdict:

"This jury recommends that no retail druggist shall sell to any one any poison, in liquid or dry form, except with an order or letter from some licensed and practicing physician, explaining why and for what purpose. We also find the sale of various poisons carried on in such a reckless manner that we recommend that the proper authorities look into this practice of selling poison in such a reckless manner and take radical measures to stop this malpractice."

TO STOP THE SALE OF COCAINE.

As a preliminary step toward its crusade against druggists who make a practice of selling cocaine, the State Board has sent circulars to druggists quoting the law in that regard so that none can plead ignorance when prosecutions are begun more rigorously. An unusual feature of the report is the following warning against the sale of catarrh cures:

The board is making an earnest effort to stop the illegal sale of cocaine and preparations containing it. In this effort it is meeting with the hearty co-operation of all reputable pharmacists. This circular is issued to assist pharmacists in obeying the law, and to that and the following affidavit of Hans Mannhardt, chemist in the employ of the Columbus laboratories, will be of service:

"STATE OF ILLINOIS, COUNTY OF COOK, ss.:

"Hans Mannhardt, of the city of Chicago, in said county and State, first being duly sworn on oath, says that he is an analytical chemist and a graduate in that department of the University of Michigan; that for eight years last past he has been and now is actively engaged in the practice of said profession, and is at present employed as analytical chemist for the Columbus laboratories at suite 1406 Columbus Memorial Building, Chicago, Ill.; and that he has made chemical analysis of samples of each of the following named preparations, as submitted to him by the Illinois State Board of Pharmacy, to wit:

"Crown Catarrh Powders; Dr. Birney's Catarrh Powder; Nose-line Catarrh Powder and California Catarrh Cure and that the said analysis disclose that the said preparations contain and that each of them contains cocaine.

"Further affiant saith not.

HANS MANNHARDT.

"Subscribed and sworn to before me this 20th day of August, A.D. 1903. J. SHERMAN DUDLEY, Notary Public.

William H. Sage, representing the State Board, has asked Chief of Police O'Neill to station detectives near suspected drug stores so as to track cocaine fiends. Mr. Sage suggests that the detectives could follow a man into the store, watch him buy the cocaine, and then arrest and search him on a charge of disorderly conduct. The cocaine could thus be found in his possession.

The board has scored several convictions, with fines of from \$50 to \$200; but this is not a severe punishment, it is urged, against a man who is doing a flourishing business in this line. The power to revoke licenses is, however, expected to work a change in this regard.

APPOINTED TO THE ADVISORY BOARD.

Albert E. Ebert, Ph.M., has been appointed a member of the advisory board of the University of Illinois School of Pharmacy (Chicago College of Pharmacy). The appointment is made by the trustees of the university, upon the recommendation of the Illinois Pharmaceutical Association, and is for a period of five years. Mr. Ebert's associates on the advisory board are Walter H. Gale and Wm. K. Forsyth, of Chicago; Charles Ryan, of Springfield, and George M. Bennett, of Urbana.

CHICAGO NOTES.

George E. Kurtz, who is well known in the North Side trade in Chicago, has opened a new store at Paris, Ill.

Dell & Co., West Madison street, suffered a loss of \$4,000 by fire, September 15.

James A. Melkle has opened a new store at Lincoln and George streets. He formerly clerked for H. A. Halverson and is well known in that locality.

Leo Porges, for many years in business on the West Side, has purchased the store at Fifty-eighth street and Calumet avenue, from J. H. Bearcroft.

President James W. Morrisson, of Morrisson, Plummer & Co., is at Cape Breton Island, Nova Scotia, with his family. He will return about October 1. W. H. Allen, who is with the same firm, is spending his vacation in New York.

W. H. Sheldon, of Albion, Mich., who has recently finished the work of remodeling his store in order that he might put in a bigger stock, was in the city recently making purchases preparatory to the holiday trade.

Edwin O. Gale, the veteran druggist, is taking an important part in the Chicago centennial celebration, as he has furnished many important facts to the committee in charge in regard to the early days in Chicago.

Mme. Lenormando Besant, "the only real American villed Mahatma," has been enjoined from selling patent medicines under an alleged fictitious label. The court order followed the filing of a bill by C. I. Hood, of Lowell, Mass.

The West Side Pharmacy, at Elgin, has been purchased by J. T. Bozarth. This store has had a fitful existence and has changed hands several times during the last year. Mr. Bozarth will make a first-class store of it, catering only to the legitimate trade.

A Census of Homoeopathic Physicians.

At or about the dawn of the twentieth century, says a contributor to the North American Journal of Homoeopathy, there were in the United States (exclusive of Alaska and other dependencies) 9,369 homoeopathic practitioners, or one in 8,000 of its population; in Barbados five, or one in 38,000; in British America (including Newfoundland and all of Labrador) 87, or one in 64,000; in Uruguay seven, or one in 133,000; in Switzerland 22, or one in 151,000; in Australasia 29, or one in 155,000; in Spain 118, or one in 163,000; in Belgium 41, or one in 164,000; in France 211, or one in 192,000; in Germany 290, or one in 194,000; in Great Britain and Ireland 201, or one in 203,000; in Holland 17, or one in 300,000; in Denmark eight, or one in 306,000; in Mexico 32, or one in 423,000; in Brazil 33, or one in 428,000; in Italy 42, or one in 772,000; in Argentina six, or one in 809,000; in European Russia 66, or one in 1,808,000; in Portugal three, or one in 1,674,000. There were also 41 in India, two in China, one each in Cape Colony, Sweden and Venezuela, as well as three in the Hawaiian Islands and one in Alaska.

This indicates there are not less than 10,635 disciples of Hahnemann in the world, of whom 88 per cent. reside within the limits of the United States proper.

The largest factory of chemicals in the world is said to be the aniline and soda establishment of Baden, in Ludwigshafen-am-Rhein. The works employ 148 scientific chemists, 75 technical engineers, 305 clerks and more than 6,000 workmen. There are 421 buildings for factory purposes, 548 dwellings for laborers and 91 for officials, and 102 boilers furnish steam for 253 engines, of an aggregate of 12,160 horse-power. Gas is extensively used as a fuel. A ship, owned by the establishment, and used for the transportation of sulphuric acid, has a capacity of 600 tons. A private railway of 27 miles length, on which 387 cars are operated, connects with the State railroad system.

The Sad Story of Sam.

Sam Smith had much naughtiness in him;
To piety no one could win him;
And cocktails quadruple
He drank without ☹
Clear down to the very last m.

Head clerk in a drug store was Sam,
But sickness he'd frequently sham,
And borrow a dime
from the till (which was crime!)
In order to purchase a 3.

The druggist, at last, said: "An 3
Of prevention is worth, I pron3,
A full pound of cure;
You're crooked, I'm sure,
So I think I will give you the b3!"

—The Smart Set.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, September 26, 1903.

JOBGING orders for drugs and chemicals have been in fairly liberal receipt during the interval since our last report, and a healthy interest appears to be taken in quantity lots, though some conservatism is yet displayed by dealers in the matter of contracting for future needs. Regarding prices, values are well sustained on most lines, the advantage appearing to be with the selling interest, only a few changes of a lower character being reported, as against advances on many of the leading staples. Peppermint oil is higher in sympathy with an improved demand and concentration of stock, and ergot shows an advance with the tendency still upward, both here and abroad. Alcohol is back at the old range and firm expressions are heard among the holders of quinine, cantharides and the principal medicinal roots. There is an improving demand for codliver oil, and the tendency of prices is again upward, both for Norwegian and Newfoundland. Taken altogether the price changes indicate a generally firm market and the prospects for a good fall and winter business continue very favorable.

HIGHER.

Cassia oil,
Cajuput oil,
Coriander seed,
Balsam Peru,
Anise oil,
Alcohol grain,
Cuttlefish bone,
Cantharides, Russian,
Golden seal,
Clove oil,
Peppermint oil,
Ergot,
Balm of Gilead buds,
Silver nitrate,
Saw palmetto berries,
Hemp seed, Russian,
Lobelia herb,
Canary seed,
Rhubarb root,
Anise seed,
Poppy seed,
Gentian root,

LOWER.

Manna,
Celery seed,
Citric acid,
Menthol,
Juniper berries,
Manaca root.

DRUGS.

Alcohol, grain, is held with increased confidence due to the stronger position of the article in producing markets, and leading distributors have advanced their range of prices to \$2.41 to \$2.48, as to quantity, less the usual rebate for cash in 10 days. Wood is passing out freely into consuming channels at 50c to 55c, as to quality and quantity.

Arnica flowers are receiving more attention, and the prospects are for higher prices in view of the crop outlook which is unfavorable. Meanwhile the demand, which is moderately active, is being met at 9½c to 10c.

Balm of Gilead buds are held with increased firmness, and recent sales have been made at an advance to 30c in consequence of scarcity.

Balsams of the different varieties are without new feature of special interest, save in the case of Peru, which has developed an upward tendency, and is now held at an advance to \$1.05 to \$1.07½.

Buckthorn bark is meeting with a fair inquiry, but existing stocks are small, and holders decline to shade 4½c for the limited available supply.

Buchu leaves, short, have developed no action of any consequence since our last, but holders are making no effort to urge sales by price concessions, and 21½c to 25c is yet named, as to quality and quantity.

Burgundy pitch is held with more firmness, though the price does not change from 2½c to 3c, as to quality and quantity.

Cacao butter has continued inactive, but there is no urgency to sell, quotations being maintained at the previous range of 27c to 27½c for bulk, and 38c to 34c for 13-pound boxes.

Cantharides is held with increased firmness, the market being entrenched in strong position. Holders offer very sparingly in view of the limited supply available and the advancing tendency of prices in primary markets. The last sale of Russian prime quality was 72½c, while 75c is quoted for strictly prime quality in small lots.

Cascara sagrada continues to show a rising tendency in view of reduced stock and closer concentration of supplies, but we hear of few sales of importance at current quotations, the views of holders being still above those of prospective buyers. It is the opinion of many in the trade that prices will go still higher, this opinion being strengthened by the understanding that manufacturing consumers are still short on their requirements.

Cocaine maintains its firmness in consequence of continued scarcity of crude material. Sales are making at full prices, or say \$4.00 to \$4.50, as to quantity for muriate.

Codliver oil, Norwegian, has been more freely inquired for since our last, and holders are less free to offer at the prices previously named. While certain grades of oil might be bought down to \$105.00, \$120.00 is the lowest price named for pure Norwegian, with up to \$145.00 paid for the better known brands.

Colocynth apples are quiet but steady at 35c to 40c for Trieste and 27c to 30c for Spanish. The stock of Spanish is limited and holders offer with some reserve.

Cubeb berries are rather neglected at the moment and the tendency of values appears to favor buyers, though holders are not anxious sellers and prices are maintained at 7½c to 9c, as to quality and quantity. Powdered is maintained steadily at 11c to 14c, though purchases are wholly of jobbing quantities.

Cuttlefish bone has recovered its normal tone and the price has advanced to 16c for Trieste, with jewelers' small firmly held at 54c to 55c.

Elm bark select, appears to be entrenched in strong position, and 30c is now quoted firmly, with the tendency still upward.

Ergot continues to advance in Europe, owing to unfavorable crop reports, and with stocks in this market reported light, a sharp upward tendency has developed. It is doubtful whether Russian or Spanish can be bought in this market at less than 36c, while up to 40c is asked. The outlook is distinctly favorable to holders, as has been insisted upon for several months past in this department.

Lobelia herb is firmer, owing to scarcity, and holders now ask 8c to 9c, as to quantity.

Manna has weakened during the interval, the absence of demand causing freer offerings of old stock, and sales are making at 45c to 50c for large flake, and 35c to 38c for small flake; sorts held at 32c to 34c.

Menthol has dropped several points in the interval, a reduction of 50c per lb. being made, and at the lower range of \$6.00 to \$6.50 a good demand is reported.

Opium continues exceedingly quiet, but fairly steady in price, notwithstanding the limited business passing. The primary market is very unsettled and weak, owing to the pressure of merchants to realize on their holdings as well as the disturbed political situation in Turkey. Sales have been made here of case lots at \$3.30 to \$3.40, and jobbing parcels are held at \$3.32½ to \$3.42½. Powdered is in moderate demand, with sales at \$3.90 to \$4.00.

Quinine has not changed materially since our last. A fair jobbing movement is in progress, though speculative interest for the time is suspended. Java has improved in tone, and the principal holder of spot stock has advanced his price to 23c, though 22½c is yet named in some quarters. By manufacturers, both German and domestic, are maintained at 25c for bulk in 100 oz. tins, and domestic makes are receiving a large share of the current business. Meanwhile supplies are offering from second hands at 24c for German and 22½c to 23½c for Java.

Saffron continues in moderately active demand, and firm at 35c for American, \$4.50 to \$5.00 for Alicante, and \$7.00 to \$7.50 for Valencia, as to quality and quantity.

Senna is in good jobbing demand, especially the medium grades of Tinnevely, which are held at 5c to 14c, as to quality and quantity.

Tonka beans are in moderate demand, with sales of Angostura at 60c to 65c; Para, 17½c to 22½c; Surinam, 30c to 35c, as to quality and quantity.

Vanilla beans have been jobbing quite actively during the fortnight at unchanged prices, or, say, \$8.00 to \$11.00 for whole and \$3.75 to \$4.50 for cut Mexican, as to quality and quantity. Tahiti are held at previous prices, with demands moderate.

CHEMICALS.

Acetate of lime has sold liberally since our last and values are steadily maintained at 90c to 95c for brown and 1.40c to 1.45c for gray.

Alum continues in demand, with numerous sales of lump at 1.75c to 1.80c, and of ground at 1.85c to 1.90c; powdered held at 3c.

Arsenic is held and selling in a jobbing way at 3½c to 3¾c for white, as to make, and 6¾c to 7¼c for red, as to quality.

Blue vitriol has improved in tone somewhat, and makers are firm in their views at 4¾c to 5c, as to quantity, while second hands quote 4¾c to 4¾c.

Citric acid has been reduced 1c per lb. by the manufacturers, the active season of consumption being over. The revised quotations are 32c to 32½c. All citrates are correspondingly lower.

Cream of tartar has improved in tone somewhat, due to increased demand, and we hear of numerous sales of crystals and powdered at 24¼c and 24½c, respectively.

Nitrate of silver prices are higher in consequence of a rise in the price of metal, and manufacturers now quote 37¾c to 4¾c, as to quantity.

Nitrate of soda is in better supply owing to recent arrivals, and stock, ex dock, is held at \$2.15.

Tartaric acid has continued in request, with numerous small sales at 31½c to 32c for crystals, and 32c to 32½c for powdered.

ESSENTIAL OILS.

Anise has developed an upward tendency upon stronger foreign advices, and our inside quotation has been advanced to \$1.07½, while \$1.10 is asked in some instances.

Bergamot is well sustained at \$2.05 to \$2.20, as to quality and quantity, though only small parcels are at present inquired for.

Cajuput is firmly held in view of an advancing tendency abroad and limited available supplies. Holders now ask 75c to 80c.

Cassia is firmer in tone, and quotations have been marked up to 75c to 77½c for prime grades.

Clove has developed an upward tendency in sympathy with the market for spice, and prices are already fractionally higher, with sellers now at 70c to 72½c.

Lemon and orange have ruled quiet since our last, but prices appear to be well sustained upon all stock of a desirable quality.

Peppermint has advanced in the interval and the tendency of prices is still upward, holders being indifferent sellers at the higher quotations of \$2.75 to \$2.85 for tins, and \$3.10 to \$3.15 for cases. An active export inquiry is reported, most of the demand, indeed, coming at present from Europe, though numerous sales of jobbing lots are making in this market, which is firm under the influence of light supplies.

Sassafras, natural, is held with more firmness owing to scarcity, but sales are making at the previous range of 40c to 45c, as to quality and quantity.

Wintergreen is held at \$1.70 to \$1.90, though sales are only of jobbing quantities.

GUMS.

Aloes continue in demand, but sales seldom exceed jobbing proportions and most interest is extended to true Cape, which is scarce and firm at 15c to 18c, as to quality and quantity. The limited available stock is under good control.

Asafoetida continues in good jobbing demand, with steady values ruling for the various grades, the quotations ranging from 24c to 30c, as to quality, quantity and holder.

Benzoin, Sumatra, has been in fairly active demand and the market is steady at previous prices, or say 28c to 34c, as to quality and quantity.

Camphor is seasonably quiet, but prices are well maintained at 54½c to 55c for domestic refined in barrels and cases.

Chicle is in light supply and firm, with the sales at 45c to 55c.

Guaiac is quiet, but there is no urgency to realize; 22c to 30c is asked, as to quality and quantity.

Kino continues selling in small quantities at 20c to 25c, as to quality.

Myrrh is in moderate request, but values are well sustained in view of strong advices from abroad; sales at 20c to 35c, as to quality and quantity.

Tragacanth is finding a fair, steady movement into channels of consumption, and the tone of the market is firm at 27c to 30c for Aleppo and 35c to 90c for Turkey, of the various grades.

ROOTS.

Alkanet is in moderate jobbing demand and holders are firmer in their views, the tendency of prices being upward, though recent sales were at 5¾c to 6c.

Calamus, bleached, is in limited supply, prime quality being almost entirely out of market. For goods to arrive 35c to 38c is quoted.

Galangal is quiet, and new crop offers at 6c to 6½c.

Gentian has developed an upward tendency in consequence of strong cable advices from foreign markets, and the range of prices has been advanced to 5c to 5¼c.

Ginger, Jamaica, is held with more firmness in view of an advance in the London market, and sales of unbleached were at 9¼c to 10¼c; bleached held at 11c to 13c.

Ginseng is held with more firmness, and holders do not offer below \$4.75.

Golden seal is offered sparingly and with nothing obtainable below 75c. The available supply is limited and under good control.

Jalap is firmer under the influence of stronger advices from primary sources, though 9½c. to 10½c will yet buy.

Manaca is in better supply and offered more freely at the range of 45c to 50c, as to quantity.

Mandrake is in moderate demand and steady, with sales reported at 4¾c.

Senega is firmer, and the price is well maintained at 72c to 73c.

SEEDS.

Anise, German, is firmer and higher owing to stronger advices from primary markets, the revised range being 5c to 5¼c.

Canary does not offer below 3¾c to 3¾c for Smyrna, and 4c to 4¼c for Sicily, the statistical position being regarded as strong; prices have advanced over 15 per cent. in the foreign markets.

Celery is weak and unsettled despite stronger advices from foreign markets; quoted 7¾c to 8c.

Coriander is firmer, in sympathy with conditions at primary sources; unbleached quoted at 2½c inside, and bleached at 3c to 3¼c.

Hemp, Russian, is in light supply and firmly held at an advance to 8c to 3¼c, as to quantity.

Poppy is offered sparingly and with nothing obtainable below 5½c, and up to 5¾c is paid.

Rape is scarce and held at the range of 2¾c to 3c for German.

Sunflower is in limited supply and firmly held at 2¾c to 2¾c.

CHICAGO NOTES.

Professors Beal and Kauffman, both of Ohio, passed through Chicago recently on their way to northern Wisconsin. They were on a fishing trip.

William Kenny, 22 years old, a clerk in the employ of the Halsey Bros. Drug Company, was killed by a live electric wire in the alley back of the firm's office, 141 Kinzie street. He lived at 92 South Campbell street.

The Dearborn Medical College, a new night school for medical training, has begun work. The new institution occupies the building used in the daytime by the Chicago College of Pharmacy at 465 State street. It is under the direction of Dr. L. Blake Baldwin, of the Samaritan Hospital.

The Mueller Chemical Company, of Lima, Ohio, has added two salesmen to the present staff. They will call on physicians and druggists in Indiana to introduce the new product, Chloroprepoid. The men are W. H. Fleming, who is an experienced salesman and specialty man, and H. H. Doering, a son of one of the directors of the company, who comes with a good reputation as a hustler.

Justice Lange, who metes out punishment to violators of the law on the West Side, has decided that it is right for a clerk to help himself to cigars and medicine out of the stock in the store where he works. The decision was given in the case of John Sorenson, secretary of the Drug Clerks' Union, who sued his employer, L. Lee Merriam, for \$24 wages, which had been withheld because Merriam said the clerk had consumed that amount of cigars and candy.

HINTS TO BUYERS.

Quantity buyers of absorbent cottons can have their individual labels printed on the wrappers by purchasing from the Maplewood Mills, of Fall River, Mass. This concern are the largest maker of absorbent cottons in the world. The quality of their goods leaves nothing to be desired, and their prices are claimed to be the lowest. Their advertisement will be found on the back cover of this issue.

For all unofficial preparations designed for external application only, the Columbian Spirit manufactured by the Wood Products Company, of Buffalo, N. Y. (formerly the Manhattan Spirit Company), is an excellent substitute for grain alcohol. Druggists and manufacturers using the costly ethyl spirit do so through ignorance of the fact that Columbian Spirit is the equal of grain alcohol as a solvent. The spirit should not be used in anything which may be used internally. We invite the attention of our readers to the advertisement appearing on the front cover of this issue.

One of the most popular novelties on the market is the United States Liquid Pistol, manufactured by Parker, Stearns & Sutton, of 223 South street, New York. This clever toy is really a practical means of defense, for it will stop the most vicious dog, or man, and without inflicting permanent injury. It will deliver ten shots from one loading, and any liquid from plain water to ammonia may be used. It retails at 50 cents, and has proved a good seller at that price. Any druggist who will display a few of these in his window or showcase will discover a ready market.

The Wanous Shampoo Bags consist of a preparation of herbs, etc., contained in a porous cloth bag, which is to be used by steeping the bag and contents in boiling water and using this water as a shampoo liquid. These bags have been introduced with great success in the West by the manufacturer, Miss Josie A. Wanous, of 521½ Nicollett avenue, Minneapolis, who makes an introductory offer to send one dozen of the bags retailing at 10 cents each, free of charge, to any druggist forwarding to her the names and addresses of his customers, both ladies and gentlemen. Miss Wanous will send to each customer a sample bag and refer the customer to the Druggist.

As all the world knows, or should know, a vast amount of bi-carbonate of soda is made to parade as borax, the grocery trade being the principal distributor of package goods of the kind. The offense had become so flagrant that the Pacific Coast Borax Company were compelled in self defense to put up their goods in package form bearing their own imprint and to advertise this fact to the public. There is a strong demand all over the country for package borax bearing this imprint; and druggists would do well to fall in with this demand by keeping the goods in stock and producing them when asked for. The Pacific Coast Borax Company's borax is put up in 1-

pound, 2-pound and 5-pound packages, the 1-pound package being the principal seller.

A Medical View of the Value of Organization.

To secure the proper position of the profession requires its unification, and unification can only be brought about by efficient organization, which, in turn, must be preceded by the enrolling of those who are to be organized. It ought to be made very clear that the man who, being legally admitted to practice medicine, does not unite with the local society, places himself in the same relation to the medical profession that a bushwhacker does to an army. That man who manifests no interest in his profession, will, in the last analysis, be very apt to forget the proprieties to be exercised toward the individual physician with whom he may come in contact.—Lehigh Valley Medical Magazine.

An Investment.

On another page will be found the advertisement of the Welch Grape Juice Company, Westfield, N. Y., offering a block of 7 per cent. preferred, nonassessable stock for sale. The capital stock of the company is \$300,000, of which \$150,000 is common and \$150,000 preferred; a block of \$30,000 of the preferred is offered for sale for enlargement of plant and for advertising reasons. All of the common stock and most of the preferred is held in the Welch family. The Welch Grape Juice Company realize that the druggists have largely helped to bring Welch's Grape Juice to its present popularity, and are offering their friends what they know to be an absolutely safe investment. If you are interested, address Dr. C. E. Welch, President, Westfield, N. Y. The storage capacity of the plant was filled to its utmost with 200,000 gallons for 1903 trade, every gallon of which will be sold by December, 1903. An addition is being built, which will double the capacity—400,000 gallons—this addition is very nearly completed, and will be ready for pressing season this October.

How to Get Twelve Months' Good Business.

A few years ago the average dispenser of soda water considered this department of his business as one of minor importance, and was easily satisfied with the results of the six months' trade ordinarily pertaining to the business of soda dispensing. To-day, however, he has come to recognize the fact that in order to make the soda water business a paying and profitable one it is as essential that it be conducted throughout the entire year, as it is that his store shall remain open for the transaction of business during the 12 months. The majority of down to date soda water dispensers have, during the past two or three years, added hot soda apparatus to their dispensing equipment, and during the coming fall and winter season will be prepared to properly care for the interests of their patrons. Last year, especially, the number of dispensers who added hot soda to their soda water department was large beyond all precedent. And, further, there is no question but that the hot soda business, as a business, has proven a lucrative departure. In this connection we bring the attention of our readers to the attractive advertising insert of the Liquid Carbonic Company, which will be found between pages 35 and 36 of this issue.

This insert is an exquisite product of the art of three-color printing, and illustrates the idea of the "March of Progress," as applied to the business of soda dispensing. On the second page of this insert is shown an attractive grouping of a special "Liquid" hot soda dispensing outfit, which is sold complete at the remarkably low price of \$25, this including all necessary supplies, as well as quantities of advertising matter of various kinds. Referring to the new catalogue of hot soda apparatus and supplies, just issued by this concern, they say: "'Liquid' Hot Soda Equipment in endless variety of style, and price is shown in our new Hot Soda Catalogue, No. 38, just off the press. If you have not received a copy, write at once. It is the handsomest of the year, of its kind, and illustrates and describes the most complete line of Hot Soda Apparatus and Supplies in America. You cannot afford to stay out of the hot soda business—and our new catalogue tells you how to get into it."

For catalogues and valuable special information covering the proper conducting of a hot soda business, or for catalogues and advertising matter pertaining to any of the various lines manufactured by the "Liquid," address the Liquid Carbonic Company, at any one of their ten big establishments, as follows: Chicago, New York, Pittsburgh, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City, and Dallas, Texas.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, OCTOBER 12, 1903.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

69-66 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruglist, New York," ABC code.
CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries 3.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-66 West Broadway, New York.

Entered at New York as Second-Class Matter.

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THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

THE outcome of the N. A. R. D. convention is a fitting culmination of five years of strenuous effort on the part of the association in endeavoring to bring together for purposes of co-operation and common advantage the several branches of the drug trade. At St. Louis five years ago it was extremely difficult for proprietor, jobber and retailer to understand each other's peculiar preferences and predilections. It was practically impossible for them to have any adequate conception of each other's needs. The work of the past five years has accomplished this notable result—that the proprietors now understand as never before the position which their wholesale distributors hold in the drug trade, and, more important still, the position occupied by the final distributors of their products.

It is not a little remarkable that five years ago the proprietors of the country, who were then and had been for many years previous to that time pouring thousands and hundreds of thousands of dollars into the coffers of the daily newspapers, did not realize that this outlay on their part was being rendered practically of no avail by the machinations of the aggressive price demoralizer, whose practice it was to pay his clerks to destroy the effect of this advertising by remunerating them for using such opportunities, fair and unfair, as they could employ to induce the customer to take something "just as good."

If the N. A. R. D. never accomplishes anything else that is noteworthy, it must be admitted on all sides that by the convention which closed at Washington last Thursday evening it has opened the eyes of the proprietors to the fact that their interests are best served by co-operation to the greatest extent possible with the natural distributors of their products—the men who are disposed to treat them fairly, the price-maintaining element of the retail trade.

The real issue that received the consideration of this convention was, What shall be done to circumvent the cutter? Both the retailers and the proprietors realize that the aggressive cutter is their arch enemy. Whether the discomfiture of the disturbing element should be accomplished by the direct contract plan or through an extension of the tripartite plan was largely a matter of

detail. That a sort of combination of the two plans, supplementing the one by the other, as it were, was finally decided upon is creditable to the fairness, the reasonableness and the desire to compromise in the interest of common advantage, manifested by these two important branches of the trade.

THE GERMAN CHEMICAL INDUSTRIES.

TWO consular reports have recently been issued which contain food for serious thought to all who are interested in the material growth and welfare of the United States. These are a report on the chemical industries of Germany and one on the industrial schools of Germany, both having been prepared by Ernest L. Harris, commercial agent of the United States at Eibenstock. The first of these shows that during the year 1901 Germany exported to the United States alone some fourteen million dollars' worth of chemicals, colors, dyes and drugs. This sum, however, represents but a portion of the total produced by the 10,385 establishments in Germany devoted to different branches of the chemical industries.

In our search for the causes for the superior development of the chemical industries in Germany over their development in the United States, a number of factors present themselves as having an important bearing on the subject. One of these factors, the question of wages, is and will continue to be a very important one. As shown in the *Statistisches Jahrbuch für das Deutsche Reich*, the average annual earnings of the German workman in this field—excluding, of course, officials, clerks, chemists, etc.—is \$225 per annum, while the average annual earnings of the American workman, as shown in the Census Bulletin of the twelfth census of the United States, issued in June, 1902, is \$446 per annum, or nearly two and one-fourth times that earned by the German workman. In the higher ranks of officials, chemists, superintendents, etc., who are not included under the heading of workmen, we believe that the disproportion in the earnings is even greater, though comprehensive statistics on this head are not available.

The question of wages, however, is not of paramount importance where the value of the product is so great, in proportion to the wages involved in its production, as is the case in the chemical industries, and more particularly in the case of the fine chemicals, a field in which Germany particularly excels.

A suggestion as to one important factor in the superiority of Germany in this particular line is offered in the second of the reports by Mr. Harris—namely, that upon the technical or industrial schools of Germany. In

the Kingdom of Saxony, with a total population of some four million, there are 287 industrial schools, or one to every 14,641 of the total population. These schools are divided into five different classes, including primary, female, art, special and advanced schools.

In these schools is begun that specialization in trade and the mechanical industries which is the keynote of the success of the German everywhere. By beginning early in specialization, the German is able to produce an architect, a bookbinder, a chemical workman, or even a waiter, who is thoroughly familiar with the work which he undertakes, and who does not go at it in the haphazard fashion characteristic of the men who take up vocations without any special training for them. Some idea of the degree of specialization to which the German pedagogue carries his work is shown in the following enumeration of the various industrial schools in Saxony, in which young men are being trained to become expert workmen. In each case the number of schools devoted to each particular branch is given after the name of the trade or calling in which the pupil is instructed.

Architects, 11; barbers, 14; tinmen, 3; brewers, 1; printers, 3; bookbinders, 2; decorators, 1; druggists, 3; butchers, 1; waiters, 3; tanners, 1; firemen, 1; wood carvers, 6; confectioners, 1; painters and varnishers, 3; musicians, 26; millers, 1; bead goods and dress trimmings, 4; locksmiths, 7; tailors, 17; chimney builders, 1; instruction in penmanship, etc., 4; shoemakers, 3; toy makers, 3; lace makers, 2; paper hangers, 1; watchmakers, 1; weavers, 23.

It must be borne in mind that all of these 151 schools are in the Kingdom of Saxony alone, and that the same general methods are followed throughout the German Empire. We believe that it is largely due to the superior technical training given through these schools that the German is so successful a competitor of both the English and American chemists in the various industrial fields.

Another advantage possessed by the German chemist, and one which alone is sufficient to place us under an almost insurmountable handicap, is the liberal treatment of the chemical industries in the matter of the alcohol tax by the German Government. This phase of the subject, however, is too important and too large a one to be treated of adequately in this connection. But even did we have the advantages of a tax free alcohol for the mechanical arts and the chemical industries which is possessed by Germany, it is doubtful whether we could ever wrest from her her pre-eminence in the chemical industries until we have adopted her methods of specialization in instruction and thus secured chemists and chemical workmen who are adequately trained for taking up the more complex phases of the chemical industries.

Best for All Purposes.

I have been reading the AMERICAN DRUGGIST for some time and consider it the best paper of its kind published, for all purposes.

THE EAGLE DRUG STORE,
ARAPAHO, O. T., August 29, 1903.

EUGENE SNIDER.

ON THE PROBLEM OF PROPRIETARY AND TRADE NAMES.¹

By M. I. WILBERT.

Apothecary at the German Hospital, Philadelphia.

OF the several perplexing problems connected with the introduction and sale of the so-called new remedies, the proprietary right vested in the trade names is probably the most important. From the manufacturer's point of view, the coining of a conveniently short and easily remembered name is second in importance only to the fixing of a selling price that is sufficiently high to insure a liberal profit, after allowing for the necessary expenditures for salesmen and advertising.

The justice and importance of this, from the manufacturer's point of view, must be conceded. With him it is a business venture, pure and simple, and he is lawfully entitled to all profits that may accrue to him. Without going into any further discussion of the problem from this point of view, it may be well to bear in mind that there are several kinds of proprietary rights in trade names. These may be defined as moral and legal.

If, for instance, a manufacturer in putting out a new or old compound, chooses to coin for it a new name or title, this name or title is morally his property, and is usually considered as such. If, however, he, in addition, registers the same, as prescribed by the patent or trademark laws of the country, he has a legal right to the sole use of such title or name, and can restrain any and all persons from the use of such word, name or title.

The nuisance arising from this self-evident right is that we, particularly in connection with the medical and pharmaceutical professions, are being overwhelmed with a multitude of meaningless and in many cases misleading names. Many of these names are dangerously similar, and are likely to lead to serious misunderstanding and possibly fatal mistakes. The justice to the public, as well as the pharmacist, is evidenced by the unnecessary duplication of names and titles for substances or mixtures that are not themselves covered by patents.

As an illustration of how this duplication of titles may be abused, we may cite the substance that is chemically known as hexamethylene tetramine. This is being sold and used quite extensively under different trade names. These, we will say, are A, B, C and D. If a pharmacist receives a prescription for hexamethylene tetramine as C, even if he has A, B and D in stock, he is morally not allowed to dispense either of them, despite the fact that he knows they are chemically identical. Nor would it be likely to avail him much if he were to ask the physician who wrote the prescription for permission to substitute A, B or D for C—the reason for this being that the agent for C has but recently visited the physician and has assured him that C is the original and only genuine preparation; its use is never followed by any untoward results, and it has in addition many and decided advantages over the numerous base and worthless imitations that the unscrupulous druggist is always ready to substitute for it. So that there is nothing left for the druggist to do but to lay in a stock of C, and thereby complete his line of this particular chemical, until some other enterprising manufacturer chooses to put the same thing on the market under still another name or title.

This is but one of dozens of similar instances that could be quoted, but is sufficient to call attention to the possibilities that may arise from this one particular phase of proprietary names. It is difficult indeed to suggest a remedy for this evil. Personal interviews on the part

of the pharmacist subject him to being accused of being interested in one or the other of the cheaper preparations or substitutes. Some joint action on the part of the different national associations might be feasible, but even this could hardly be made binding on their members. In the meantime there is probably nothing to do but to give the subject as much publicity as possible, with a view of calling attention to the injustice done to the public, and the actual menace that the practice must necessarily be to progress along professional lines.

STANDARD SIEVES.¹

By PROF. JOSEPH P. REMINGTON,

Philadelphia.

For many years it has been the custom in the drug milling trade to designate the fineness of powders by the grade of the sieve through which the powder is sifted. Our Pharmacopœia, for several revisions, adopted the system in use by wire cloth manufacturers, who designate the grade of the wire cloth by the number of the meshes in the linear inch.

The United States Pharmacopœia of 1890 directs 5 degrees of fineness of powder, as follows:

A very fine powder should pass through a sieve having 80 or more meshes to the linear inch—No. 80 powder.

A fine powder should pass through a sieve having 60 meshes to the linear inch—No. 60 powder.

A moderately fine powder should pass through a sieve having 50 meshes to the linear inch—No. 50 powder.

A moderately coarse powder should pass through a sieve having 40 meshes to the linear inch—No. 40 powder.

A coarse powder should pass through a sieve having 20 meshes to the linear inch—No. 20 powder.

In conducting experiments upon fluid extracts for the Revision Committee, the writer was struck with the difference in the appearance of powders sold by different manufacturers, labeled No. 30 powder. The difference was easily perceptible to the naked eye, and an investigation and correspondence with the various manufacturers of wire cloth in the United States revealed the cause of the discrepancy. These manufacturers cheerfully responded to inquiries, and were of much assistance to the writer.

The thickness of the wire used in making the sieve cloth should always be specified, if uniform results are to be obtained. When our Pharmacopœia designates a No. 20 powder, it should state, in addition to the directions, that the sieve should contain 20 meshes in each linear inch; that the wire should be gauge No. 28, and, of course, the gauge of the wire should be given for each degree of fineness of the wire cloth. According to standard gauges adopted by the Wire Cloth Manufacturers' Association, March, 1899, the mesh in wire cloth is the distance from the center to the center of the wire per linear inch. But when we turn to the list of the grades manufactured, it is discovered that for No. 20 mesh of brass and copper wire cloth, 12 different thicknesses of wire are listed, a No. 20 mesh and No. 23 wire costing \$2.50 per square foot, and going up regularly in the list to No. 34 wire, which is 25 cents per square foot. It will be noticed that there is a great difference in price—one being ten times the price of the other. No. 20 iron or steel wire cloth made from No. 24 gauge wire is priced at 62 cents per square foot, while the same No. 20 wire cloth, when made of No. 36 wire, is priced at 9 cents per square foot. It is,

¹Read at the Fifty-First Annual Meeting of the American Pharmaceutical Association held at Mackinac Island, Mich., August, 1903.

¹Read at the annual meeting of the Pennsylvania Pharmaceutical Association, June, 1903, and printed in the *American Journal of Pharmacy* for October.

of course, understood that the higher numbers refer to wires of smaller diameter.

It can easily be seen that a No. 20 sieve made with No. 24 gauge wire would not let nearly as much powder through its meshes as would a No. 20 sieve made with No. 36 wire. No. 20 sieves made with thick wire would really yield a No. 30 powder. Samples were shown which demonstrate the above facts.

Drug millers and manufacturers of pharmaceutical preparations have probably been aware of these facts, but it is to be regretted that, up to this time, they have never engaged the attention of revision committees of the Pharmacopœia.

The Clinton Wire Cloth Company, the Estey Wire Works Company, George A. Williams & Sons, Howard & Morse, and the De Witt Wire Cloth Company, and others, have all agreed that the following grades should be regarded as the standard:

- 12 mesh, No. 24 wire.
- 20 mesh, No. 28 wire.
- 30 mesh, No. 31 wire.
- 40 mesh, No. 33 wire.
- 50 mesh, No. 35 wire.
- 80 mesh, No. 38 wire.

And inasmuch as these grades represent what is usually sent on orders, when not otherwise designated, it would be most convenient and desirable to establish such for the national standard.

It is not intended by this paper to reflect in the least upon the honesty of either the manufacturer of wire cloth or the drug miller. The question of the durability of the cloth and the character of the powder which is to be sifted, and particularly its specific gravity, all have a bearing in influencing the drug miller to seek a heavier or lighter gauge wire for a special purpose, but there is no reason why, for pharmaceutical purposes, a standard gauge should not be specified in the Pharmacopœia.

New Essential Oils.

The report of Heinrich Haensel for July, 1903, contains data concerning a number of new essential oils which this firm has succeeded in manufacturing. The oil of fine buds (*Fichtenknospenöl*) had not been prepared before. The amount of oil in pine buds is very small, so that this product is expensive. It is of a light brown color and possesses a remarkable odor, and when diluted it is like the delightful aroma of the forest when the sun shines upon the young pine buds. The amount on the market is very small as yet, but in the near future larger quantities are expected. The oil is soluble in the ordinary solvents of ethereal oils, such as ether, alcohol, chloroform, etc., and also in 90 per cent. alcohol.

The oil of *grindelia*, from the plant growing on the Pacific Coast of North America, *Grindelia robusta*, has never been obtained before. The herb of this plant, after distillation in steam under pressure, gave 0.28 per cent. of the oil in question. It is dark brown and has a peculiar strong and not very pleasant odor, and becomes more dense in ice or in freezing mixtures, but none of its constituents crystallize out. Ether, chloroform and amyl alcohol give perfectly clear solutions, while benzol and hydrogen sulphide give turbid solutions. Alcohol does not give a clear solution. In 70 per cent. alcohol some flocculi are precipitated, which increase when the alcohol is further diluted. It is not known yet what use this oil may be put to. The price is quite high, as the oil is scarce.

Oil of orange peel may be used in the following manner for the manufacture of lemonade: Six grammes of

terpene-free orange peel oil, sweet or bitter, are dissolved in 100 Gm. of alcohol, and this solution is added to 50 kg. of simple syrup. This is then mixed with the proper amount of citric or tartaric acid and colored with some harmless coloring matter. Thirty grammes of this syrup are sufficient to make a bottle of lemonade.

GRANULAR EFFERVESCENT SALTS.¹

BY E. FULLERTON COOK, P.D.

Philadelphia.

The increase in the use of granular effervescent salts has been so marked within recent years, and the process of manufacture so greatly simplified, that every retail pharmacist should be independent of the manufacturer for this class of preparations. The fact that a nauseous dose of medicine may be taken with comparative ease when mixed with an effervescent drink or one highly charged with carbon dioxide, has long been known, and the introduction of effervescent salts has made it possible to take advantage of this principle without the inconvenience of obtaining a previously carbonated water. This fact was soon recognized, but for years the price was almost prohibitory because of the expensive method of manufacture, and since it required elaborate apparatus for recovering the alcohol, its preparation was entirely outside the province of the retail pharmacist.

In the former method the powders, consisting of tartaric acid and sodium bicarbonate in the proper proportion, together with the medicating substance, are thoroughly dried and powdered, and when uniformly mixed, moistened with alcohol and forced through a suitable sieve, to divide the pasty mass into granules; they are then thoroughly dried.

As the powders are only moistened with alcohol, in which they are practically insoluble, the finished preparation retained its property of effervescence when dissolved in water; but the use of alcohol, much of which was lost in the process, increased the cost and prevented the preparations from gaining great popularity.

Within a comparatively short time, however, this method has been entirely superseded by a much less expensive and more simple process, which takes advantage of the one molecule of water of crystallization in citric acid for supplying the desired moisture. Enough of the tartaric acid is replaced by citric acid to make a pasty mass of the powders when they are subjected to a temperature which will liberate the water of crystallization. In the large laboratory, when a suitable formula has been selected, the mixed powders are placed in a steam-jacketed, porcelain-lined kettle, kept at the proper temperature, and the whole mass manipulated until it becomes uniformly moistened; it is then passed through a suitable sieve and finally dried in hot air closets.

When the retail pharmacist, however, attempts to make a granular effervescent salt by the same method, but with the apparatus usually at hand, he meets with the difficulty of securing a properly regulated heat, and the salt does not become uniformly moist; the surfaces which are exposed to the air become dry before the remaining portion is moistened, and the resulting granular salt is often not satisfactory.

While the expert may obtain a nicely granulated preparation by the use of a dish and open fire, yet the experience with classes in the college laboratory has shown that it is rather the exception that uniformly good results can be obtained by this method, while the modified ma-

¹ Read at the annual meeting of the Pennsylvania Pharmaceutical Association, June, 1903, and contributed by the author to the *American Journal of Pharmacy*.

nipulation suggested in this paper, yields good results even in the hands of a novice, and is adapted to the use of a retail pharmacist.

Numerous experiments have shown that a mixture of sodium bicarbonate, tartaric acid and citric acid, in a proportion which will produce a solution of neutral sodium tartrate and sodium citrate, and so adjusted that just sufficient moisture will be present to produce a pasty mass, without marked effervescence when the whole is heated, may be taken as the basis of many medicated granular effervescent salts, and good results obtained, even when the proportion of medicating substance varies considerably, the precaution always being observed, however, to thoroughly dry every addition. The following mixture fulfills these conditions:

BASIS FOR EFFERVESCENT SALTS.

	Grammes.
Sodium bicarbonate, dried and powdered.....	530
Tartaric acid, dried and powdered.....	280
Citric acid, uneffloresced crystals.....	180

Powder the citric acid and add the tartaric acid and sodium bicarbonate.

This basis may be mixed with many of the medicaments commonly used in the form of granular effervescent salts, in the proportion which will properly represent their doses, and such substances as sodium phosphate, magnesium sulphate, citrated caffeine, potassium bromide, lithium citrate, potassium citrate and others will produce satisfactory products. A typical formula would be as follows:

EFFERVESCENT SODIUM PHOSPHATE.

	Grammes.
Sodium phosphate, uneffloresced crystals.....	500
Sodium bicarbonate, dried and powdered.....	477
Tartaric acid, dried and powdered.....	252
Citric acid, uneffloresced crystals.....	162

Dry the sodium phosphate on a water bath until it ceases to lose weight; after powdering the dried salt, mix it intimately with the citric acid and tartaric acid, then thoroughly incorporate the sodium bicarbonate.

The mixed powders are now ready for granulation. The change in manipulation which is suggested to replace that usually followed, requires either a gas stove or a blue flame coal oil stove, and one of the small tin or sheet iron ovens which are so largely used with these stoves. The stove itself will be found in almost every drug store, and the oven costs but from \$1 to \$2.

The oven is heated to about 200 degrees F. (the use of a thermometer is desirable at first, but one will quickly learn how to regulate the flame to produce the desired temperature), and the previously mixed powders are placed on, preferably, a glass plate, which has been heated with the oven, about $\frac{1}{2}$ pound being taken at a time, dependent upon the size of the oven. The door of the oven is now closed for about one minute, and, when opened, the whole mass will be found to be uniformly moist and ready to pass through a suitable sieve, the best kind and size being a tinned iron No. 6. This moist granular powder may then be placed upon the top of the oven, where the heat is quite sufficient to thoroughly dry the granules, and the operator may proceed immediately with the next lot of mixed powder, easily granulating 10 or more pounds within an hour.

Sugar has often been proposed as an addition to these salts, but experience has shown that the slight improvement in taste, which is sometimes questioned, does not offset the likelihood of darkening, which is apt to occur when the salt is being heated, or the change in color after it has been made several months.

It should be remembered, too, that in making a granular effervescent salt by the method which depends upon the liberation of water of crystallization, a loss in

weight, amounting to about 10 per cent., will be experienced. This is due, in part, to the loss of water, which is driven off, and also to a trifling loss of carbon dioxide when the powder is moistened.

FAVORITE FORMULAS.

INFLUENZA MIXTURE.

Ipecacuanha wine.....	3i
Solution of ammonium acetate.....	3i
Spirit of nitrous ether.....	3ij
Tincture of aconite.....	Mxxiv
Camphor water, enough to make.....	3vi
Mix. Dose, 3iv.	

EXPECTORANT COUGH MIXTURE.

Ammonium carbonate.....	gr. lx
Potassium iodide.....	gr. lx
Ethereal tincture of lobelia.....	3iv
Glycerin.....	3vi
Tincture of squill.....	3ij
Infusion of senega, enough to make.....	3vi
Mix. Dose, 3iv.	

BLOOD PURIFYING MIXTURE.

Potassium iodide.....	gr. xl
Concentrated compound solution of sarsaparilla.....	3ij
Diluted burnt sugar.....	3i
Glycerin.....	3vi
Fluid extract of cinchona.....	3ij 3i
Solution of potash.....	3i 3ij
Oil of sassafras.....	Mx
Distilled water, enough to make.....	Ol
Mix. Dose, $\frac{1}{2}$ to 1 ounce.	

CHILDREN'S COUGH MIXTURE.

Tincture of tolu.....	3ij
Compound tincture of camphor.....	3iss
Ipecacuanha wine.....	3iss
Spirit of chloroform.....	3iv
Spirit of nitrous ether.....	3iss
Oxymel of squill.....	3ivss
Syrup.....	3ivss
Distilled water, enough to make.....	3viiij
Mix. Dose, $\frac{1}{2}$ to 2 fluid drachms.	

TIC MIXTURE.

Caffeine.....	gr. xij
Sodium salicylate.....	gr. xij
Antipyrine.....	gr. xxx
Aromatic syrup.....	3vi
Distilled water, a sufficient quantity.	

Dissolve the caffeine and sodium salicylate in one ounce of the distilled water; add the antipyrine, aromatic syrup, and sufficient distilled water to make 3 fluid ounces. Dose, 4 fluid drachms.

GOUT AND RHEUMATIC MIXTURE.

Sodium salicylate.....	3i
Aromatic spirit of ammonia.....	3ij
Tincture of cimicifuga.....	3ij
Compound infusion of gentian.....	3ij
Chloroform water, enough to make.....	3vi
Mix. Dose, 4 fluid drachms.	

WHOOPIING COUGH MIXTURE.

Potassium carbonate.....	gr. xl
Cochineal, in powder.....	gr. xx
Clarified honey.....	3iv
Distilled water, enough to make.....	3xij
Mix. Dose, $\frac{1}{2}$ to 2 fluid drachms.	

COMMON COLD MIXTURE.

Potassium bicarbonate.....	3i
Potassium nitrate.....	3ss
Spirit of nitrous ether.....	3iiss
Colchicum wine.....	Mxliij
Chloroform water, enough to make.....	3vi
Mix. Dose, 1 fluid ounce.	

HEADACHE MIXTURE.

Caffeine citrate.....	gr. xij
Antipyrine.....	gr. xivij
Tincture of orange.....	3ij
Chloroform water, enough to make.....	3vi
Mix. Dose, 1 fluid ounce.	

PERSONAL NAME SYNONYMS IN THE U. S. P.¹

Some Biographical Data in Connection with the Personal Names That Appear as Synonyms to Galenical Preparations in the U. S. P.

BY M. I. WILBERT.

Apothecary at the German Hospital, Philadelphia.

THE names of persons who are otherwise forgotten are frequently preserved in connection with articles of every day use. Such names frequently excite the curiosity of persons with an inquisitive turn of mind, who are willing to devote sufficient time to research to resurrect some information connected with the life histories of the persons thus partially immortalized.

In the United States Pharmacopœia there are a number of names of physicians and chemists that appear as synonyms to, or in connection with, some of the galenical preparations. The names, as such, are familiar enough, and no one would suppose for a moment that the life histories of the men themselves were not readily accessible. A careful search through one of the larger of recent biographical dictionaries revealed the fact that only four of these names were thought of sufficient importance to even merit the merest outline of the careers of the men they represent.

A systematic search for biographic data, including inquiries and correspondence for upward of a year, has elicited a number of interesting facts in connection with several of these names that were thought of sufficient general importance to warrant their collection and preservation in the proceedings of this association. Taking the names as they occur in the index of the United States Pharmacopœia, we first have Basham's Mixture.

BASHAM'S MIXTURE.

This well-known ferruginous tonic, diuretic mixture, was originated by William Richard Basham, who was born in 1804 in Diss, Norfolk, England. Basham was first intended for a mercantile career, and began as a clerk in a banking house; later he studied chemistry with a view of taking charge of a brewery. He began the study of medicine in 1831 at Westminster Hospital, London. In 1833 he went to Edinburgh, where he obtained his degree. Basham returned to Westminster Hospital in 1834 as a clinical assistant, and remained connected with that institution in an official capacity until his death. He is said to have possessed considerable skill as a chemist, botanist, microscopist and artist. He was a liberal contributor to the medical literature of his time; was a member of the Royal College of Physicians in 1838 and a fellow in 1850. Basham was elected physician to Westminster Hospital in 1843, and died in London, October 16, 1877.

BLAUD'S PILLS.

These bear the name of a Dr. P. B. Blaud, a French physician, who was born at Nîmes in 1774, and died at Beaucaille in 1858, thus reaching the very advanced age of 84. Blaud obtained his degree as physician in Paris in 1805, and despite what is said to have been a large and lucrative practice, contributed many valuable papers and monographs on a variety of medical as well as scientific subjects to the literature of his times.

DONOVAN'S SOLUTION.

This well-known solution of arsenic and mercuric iodide was originated by Michael Donovan, M.R.I.A., an Irish physician resident in Dublin, where he died in 1876 in his eighty-fifth year, having been born in 1791. He was for many years an honorary member of the Philadelphia College of Pharmacy, and his name appears quite frequently in the earlier numbers of the *American Journal of Pharmacy* in connection with articles of pharmaceutical interest.

DOVER'S POWDER.

This gets its name from Thomas Dover, an English physician, who was born in Warwickshire in 1650, and died in London in 1741. Dover presents quite an interesting and varied life history. He was educated at Cambridge, where he obtained his degree in 1687. He practiced medicine in Bristol for some years. In 1708, with some friends, he fitted out an expedition to the South Sea, and went himself as ship's surgeon. It is said that he had charge of the boat that landed on Juan Fernandez Island, February 2, 1709, and discovered Alexander Selkirk, the supposed original of Defoe's Robinson Crusoe. Selkirk had been marooned on the island by his own crew, and had remained there absolutely alone for four years and four

months. He returned to England with Doctor Dover in 1711. After returning from this expedition Dover assumed the practice of medicine in Bristol. He removed to London in 1721, where he published his "Ancients Physicians Legacy," which, among other interesting material, contains a formula for his diaphoretic powder. This formula is published in the chapter on gout, for which it was recommended as a sure cure. The original directions for this powder are as follows:

Take of opium one ounce; saltpetre and vitriolated tartar of each four ounces; licorice root, one ounce, and ipecacuanha, one ounce.

Place the saltpetre and vitriolated tartar in a red-hot mortar, and stir until they have been burned; then pulverize very fine; cut the opium, mix the other ingredients with this, and rub to a very fine powder.

Dose, 40 to 60 or 70 grains in a glass of white wine whey at going to bed; while perspiring freely drink a quart or three pints of the white wine whey; in two or three hours at most the patient will be free of pain, even if he could not put his foot to the ground before treatment.

FOWLER'S SOLUTION.

Thomas Fowler, the originator of this solution, and probably the first to introduce arsenic into the armamentarium of the physician, was born in York, England, January 22, 1736. He conducted a pharmacy for upward of 15 years, and then began the study of medicine in Edinburgh in 1774; he graduated four years later, writing his thesis on the treatment of pox by means of mercury. Fowler began the practice of medicine in Stafford, where he died July 22, 1801.

GLAUBER'S SALT.

The popular name for hydrous sodium sulphate has in it a suggestion of the mediæval alchemist's dream of the philosopher's stone, and his futile search for a method of transmuting the baser metals into gold. Johann Rudolf Glauber was born at Karlstadt, Bavaria, in 1604. He was one of the class of alchemists that began to see the greater possibilities in the practical use of the knowledge that had been gathered in the futile search for the philosopher's stone, and may be considered one of the first of the modern school of chemistry. He was quite a voluminous writer on chemical subjects. The hydrous sodium sulphate, discovered in 1658, was called by Glauber "sal mirabile," and was at first thought to be identical with the "sal enixum" (potassium sulphate) of Paracelsus. Glauber died at Amsterdam in 1668.

GRIFFITHS' MIXTURE.

This is the anti-hectic or tonic mixture of Dr. Moses G. Griffiths, who was born in 1720. Griffiths studied at Leyden, where he obtained his degree of M.D. in 1744. He practiced for a number of years in London, from whence he removed to Colchester in 1768, where he wrote his "Practical Observations on the Cure of Hectic and Slow Fevers and the Pulmonary Consumption," which was published in 1776.

HOFFMANN'S ANODYNE.

The compound spirit of ether was first prepared by Friedrich Hoffmann in the early years of the eighteenth century. Hoffmann was born at Halle, February 19, 1660, and is usually considered one of the leaders of German medicine. Hoffmann was the first professor of medicine at Halle, and was the author of "Systema Medicinæ Rationalis." His dictum that "experience and sense are the basis of medicine" is as true to-day as it was then. Hoffmann died at Halle, November 12, 1742.

JAMES' POWDER.

The *Pulvis Febrifugus Jacobi* dates back certainly to the middle of the eighteenth century, if not before. In 1754 the origin of this powder was claimed for a German by the name of Schwanberg, while a number of German books credit its origin to Hoffmann, one of the synonyms in use in Germany to-day being "Hoffmann's Spiessglanzkalk." Dr. Robert James, whose name is usually connected with this powder in England as well as in this country, was a native of Staffordshire, England, having been born in Kinverston in 1703. James studied medicine at St. John's College, Oxford, of which university he was a licentiate. He practiced in Sheffield, Litchfield and Birmingham, and finally settled down in London. Doctor James subsequently obtained the degree of M.D. from Cambridge in 1755. He died in London, March 23, 1776.

LABARRAQUE'S SOLUTION.

So called from the celebrated French chemist, Antoine Germain Labarraque, who was born at Oloron, May 29, 1777, and died near Paris, December 9, 1850. Labarraque's name is inseparably connected with the discovery and subsequent development of the hypochlorites of lime and soda.

LUGOL'S SOLUTION.

The introduction of an aqueous solution of iodine in a solution of potassium iodide is usually credited to J. G. A. Lugol, a French physician born at Montauban, August 10, 1786. Lugol

¹ Read at the fifty-first annual meeting of the American Pharmaceutical Association, held at Mackinac Island, Mich., August, 1903.

studied at Paris, where he graduated in 1812. He was physician to the Hospice St. Luis, to which he had been appointed in 1831. The various strength solutions of iodine in solution of potassium iodide were originally designated as Lugol's caustic, rubefacient and stimulant solutions. Lugol wrote a number of dissertations on scrofula, a subject that he was particularly interested in. He died in 1851.

MONSEL'S SOLUTION.

Despite the fact that this is a comparatively recent addition to materia medica, and more or less well known throughout the whole civilized world, surprisingly little biographical data is available in the pharmaceutical journals. For the following information I am indebted to Mons. Alf. Riche, the editor of the "Journal de Pharmacie et de Chemie," Paris: Leon Monsel, "Pharmacien Major de 1e Classe," was born at St. Ciers Gironde in 1816, and died at Nancy in 1877. In 1852, while attached to the Medical Corps of the French Army at Rome, Monsel discovered the hæmostatic properties of persulphate of iron.

TULLY'S POWDER.

This perpetuates the name of a one-time professor at Yale College. Dr. William Tully was born in 1785. He was well known for the extent and varied character of his medical acquirements, and especially for his intimate acquaintance with the indigenous American materia medica. Doctor Tully commenced the publication of his "Materia Medica, or Pharmacology and Therapeutics," in 1852. This book, while it contains considerable original matter, is probably most interesting on account of its peculiarly complicated sentences. He refers to opium as "the crude, inspissated descending sap of papaver somniferum, commonly called opium." Doctor Tully died at Springfield, Mass., February 28, 1859.

PLUMMER'S PILLS

were originated by Dr. Andrew Plummer, professor of chemistry in the University of Edinburgh. For some reason the name of Doctor Plummer has been neglected, and it is not even included in the recent and rather comprehensive edition of "British National Biography." For much of the following data I am indebted to Mr. I. T. Clark, Librarian, Advocates Library, Edinburgh: Doctor Plummer received the elements of his medical education at the University of Edinburgh, and then studied at Leyden, under Boerhave, where he obtained the degree of M.D. in 1722. Returning to Scotland, he was admitted a member of the Royal College of Physicians, and commenced the practice of his profession in Edinburgh. In the preconceived plan of introducing an elaborate course of medical instruction at the University of Edinburgh, Doctor Plummer was to pay particular attention to the study of chemistry, with a view of teaching that branch on his return to Scotland. This plan was adhered to, and Doctor Plummer continued in that branch until 1755, being followed by the celebrated Doctor Cullen.

The introduction of a complete course of medical instruction at the University of Edinburgh is of particular interest to us in this country, there being a close connection between the introduction of medical instruction into this country and the University of Edinburgh, practically all of the early American teachers of medicine in America being graduates of that school. As noted above, Doctor Plummer resigned the Chair of Chemistry in Edinburgh University in 1855. He died the following year, April 16, 1756.

VALLET'S MASS.

The last of the personal names appearing in the index of the U. S. P. has been in many respects the most disappointing. A number of inquiries directed to well-known students and librarians have failed to furnish any positive biographic data. This is the more perplexing, as Mons. A. G. Vallet, the originator of this particular form of ferruginous pill, appears to have been quite a liberal contributor to contemporaneous pharmaceutical literature. His name appears repeatedly in the pages of what was then the *Journal de Pharmacie*, now the *Journal de Pharmacie et de Chemie*, as a contributor. For five years, from 1836 to 1840, his name also appears on the title-page as one of the assistant editors. Vallet's article on a new ferruginous preparation was printed in 1838, having been brought to the attention of the French Royal Academy the year before by M. Soubeiran.

There are an additional number of galenical preparations that are frequently called for by a personal name synonym. These synonyms have, however, been dropped from the last, or earlier, editions of the Pharmacopœia. Some of them, like Huxham's Tincture and Sydenham's laudanum, are named after well-known personages, but there are a few, like Lady Webster's Dinner Pill, that appear almost hopeless, particularly as the personal name in this particular instance appears to be a recent addition to a very old formula.

One correspondent in answer to a letter of inquiry alluded to research of this kind as "threshing over old straw." While this is undoubtedly true to a very great extent, these names have been included in our vocabulary so long, and they are fa-

miliar to such a number and variety of individuals, that some knowledge of their origin would certainly not seem out of place.

NEW REMEDIES.

Ferissol is prepared from cinnamic acid and guaiacol. It is a powder which is easily soluble in water. The dose internally is 0.972 grammes once or twice daily. In intramuscular injections a 10 per cent. solution in amounts of 0.9 Cc. up to 2.7 Cc. daily may be used. (*Revue de Therapeutique*, 1903, No. 9.)

Percoll is a new form of adhesive plaster for general purposes, in which the adhesive mass is applied to parchment instead of to linen, etc. In applying this plaster the back surface is moistened with water, so that the dressing acquires the required pliability. After the plaster dries the dressing is perfectly stiff.

Iodoform-Aniline is a solution of iodoform in aniline oil, one part in seven. A. Gray (*Lancet*, April, 1903) used this solution in catarrh of the middle ear. Five drops of this substance are placed on a pledget of cotton and allowed to remain for five minutes. The pledget of cotton so saturated is introduced three or four times a week by the physician himself.

Gerdal is a combination of beef juice, albumin and sugar, and occurs as a greyish-yellow powder, with a sweet odor and a pleasant taste. It is employed as a food, the dose being 3 teaspoonfuls three times daily. Gerdal may also be taken mixed with other forms of food and drink, but the latter must not be boiled, as this would coagulate the albumin. (*Pharm. Centralhalle*, July 30, 1903.)

The Resin of Rimu, the most valuable building timber tree of New Zealand (*Dacrydium cupressinum*) almost entirely fills the cracks and crevices of the heart-wood of this plant. It is a hard, rose-red resin of clearly crystalline fracture, which, according to the investigations of Easterfield and Ashton (*Chemiker Zeitung*, 1903, 703), contains 75 per cent. of the crystalline rimusacid (rimic acid). This melts at 192 to 193 degrees C., is distilled with but little loss, and is optically lævo-rotative. It is easily soluble in alcohol and ether, and but slightly in water or petroleum ether. Its formula is $C_{15}H_{18}$, $OHCO_2H$. The baryum combination is its most characteristic salt.

The Fruit of Karaka or *Corynocarpus laevigata* is used as a food by the Maoris (*Pharmaceutische Centralhalle*, August 13, 1903). In the raw state its kernel is bitter and very poisonous, but when dried and then softened in water it becomes edible. This fruit, according to the investigations of Easterfield and Aston (*Chemiker Zeitung*, 1903, p. 709), contains about 15 per cent. of a harmless non-drying oil, and the watery extract contains mannite, mannose and dextrose. The extract yields a considerable amount of hydrocyanic acid. Skey isolated from it the bitter glucoside, karakin, which is said to melt at 100 degrees C. and to be free from nitrogen, but it has been found recently to contain nitrogen and to melt at 122 degrees C. It may be easily obtained from the alcoholic extract from the seed, from which the alcohol is removed under diminished pressure, and the residue is crystallized from warm water. Karakin has the formula of $C_{15}N_2O_{15}$, and crystallizes in platelets, which, like amygdalin, are not very poisonous when they are separated from the accompanying enzymes. A second glycoside is obtained from this plant called corynocarpin, by evaporating the watery extract under 50 degrees C, and by extracting with ether. It crystallizes in fine needles, melts at 140 degrees C., and is less soluble in hot alcohol than karakin.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Toothache Wax.—J. C. B.—The name toothache wax is applied to a number of tooth-stopping compounds intended for the relief of toothache, some of which do not contain wax as an ingredient, but whose basic constituent is either mastic or a mixture of mastic, Venice turpentine and beeswax, as in the following formula:

Chloral hydrate.....	3iv
Powdered opium.....	3iss
Powdered mastic.....	3iss
Venice turpentine.....	3vi
Beeswax.....	3ij

The mastic, Venice turpentine and beeswax are melted together on a water bath, then the chloral and opium, both in fine powder, are added and the mixture stirred, away from the heat, until it becomes plastic and nearly cold, when it is rolled out into rods or formed into pellets, as required.

We have two formulas containing Burgundy pitch and paraffin wax, and both are presented "without prejudice":

I.

Paraffin wax.....	gr. 94
Burgundy pitch.....	gr. 18
Clove oil.....	M. 30
Creosote.....	M. 30

II.

Paraffin wax.....	gr. 180
Burgundy pitch.....	gr. 180
Clove oil.....	3i
Carbolic acid.....	3i

Melt the paraffin and pitch together and add the other ingredients when nearly cold and form the mass into pills or cones, or saturate absorbent cotton with the hot melted mixture and when cool cut into strips.

The following is a formula for

Toothache Cotton.

Spermaceti.....	3i
Carbolic acid, crystal.....	3ss
Chloral hydrate.....	3i
Cotton, absorbent.....	q. s.

Melt the spermaceti and add the carbolic acid crystals, followed by the chloral hydrate; stir until complete solution is effected, and while the liquid is still warm immerse thin layers of absorbent cotton, and when sufficiently saturated, remove them and allow them to dry. Small pieces can be snipped off and packed in suitable containers for sale. The cotton is used by cutting off a piece of sufficient size and gently warming it, when it is ready to be inserted into the cavity.

Bottle Capping Fluid.—J. C. B.—The bottle capping about which you make inquiry is a gelatinous compound made as follows:

Gelatine.....	3x
Water.....	3x
Glycerin.....	3ij

Make a jelly of the gelatine by soaking it in the water until it becomes quite soft and the water is all absorbed; then melt it by the heat of a water bath and add the glycerin.

This capping solution is well adapted for sealing bottles containing oily, alcoholic or ethereal compounds, but it should not be used for aqueous solutions or for prepa-

rations containing glycerin. It is applied by dipping the neck of the corked bottle in the mixture, which is maintained in a fluid state by the application of heat. It may be tinted any desired color with a few drops of an aniline dye solution.

A varnish capping can be made by dissolving odd bits of black or red sealing wax in wood alcohol in the proportion of 2 parts of sealing wax to 5 parts of wood alcohol. The addition of gutta percha lends flexibility to the compound. The following formula is given by MacEwan in "Pharmaceutical Formulas":

Shellac.....	3x
Guttapercha.....	3i
Venice turpentine.....	3i

Melt together, mixing well, and pour on a stone slab. When cold powder and macerate in

Wood alcohol.....	Oilj
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Dissolve and strain through cotton wool.

Grease Eradicator.—C. M.—A composition resembling the kid glove cleaner and spot eradicator described may be made as follows:

White soap.....	3ij
Water.....	3ij

Dissolve with heat, cool and add:

Javelle water.....	3ij
Ammonia water.....	3iss

Mix to form a paste.

In the foregoing formula the soap employed may be powdered white Castile soap, and the Javelle water may be advantageously replaced by Labarraque's solution; curd or animal soap would probably be found to give better results than the Castile soap.

To Render Paper Fire Proof.—R. O. P.—We published some formulas for fire proofing solutions in our issue of June 8, p. 322. Paper may be rendered non-inflammable by impregnating it with a solution of the following composition:

Ammonium sulphate.....	3viij
Boric acid.....	3ij
Potassium borate.....	3iss
Water.....	Oxiss

This solution should be heated to 122 degrees F. before immersing the paper.

Vanilla Extract with Musk.—P. McC. asks us to publish the formula of a vanilla extract having musk as one of the ingredients.

A formula of this kind gained currency several years ago. It called for the following:

Vanilla.....	3i
Potassium carbonate.....	3i
Boiling water.....	3ij

Cut the vanilla small, dissolve the potash in the water and pour upon the vanilla. Cover and set aside until cold, then transfer to a bottle and add:

Musk.....	gr. i
Alcohol.....	3xiv.

Macerate four days, filter and wash the filter with alcohol to 1 pint.

BUSINESS BUILDING.*Conducted by U. G. Manning.**The Department Editor will be pleased to criticise advertisements, suggest improvements, and answer all questions coming within the scope of this department.***ADVERTISING BY GUESS.**

THE old saying that whatever is worth doing is worth doing well is particularly true of advertising. In fact, no substantial benefit can be had from advertising unless it is done well. When done well, it rarely fails to pay well.

People in business should be interested in what pays.

If advertising has been tried without results, you can be quite sure that the fault is in the kind of advertising done. Men like you, in stores like yours, are month after month and year after year building business and accumulating dollars by aid of this modern commercial lever.

What they do any intelligent druggist can do. But to do it requires appreciation of the fact that right advertising can never be done without constant study of the problem of business building.

It is much easier to rent a room, stock it, and then sit down and wait for trade.

People in fortunate locations often make a moderate success by the easy method. If the saving of effort is thought to balance the loss of extra dollars that might be had, well and good. But if any man wants all the business he can have these days, he must advertise, and advertise right.

Half hearted and indifferent advertising is little better than no advertising at all; it breeds doubt and dissatisfaction because the results are always unsatisfactory.

It is better to determine to be a vigorous advertiser or none at all.

This thing of running an ad simply because others do, or of advertising spasmodically and without due consideration of the needs of business is wrong. Make a careful survey of local conditions. Decide whether you can best reach the people you are after through the newspapers, or by means of circulars, or by both methods. Then plan a definite campaign covering a definite period of time, a year, for instance—there are few who cannot advertise boldly for a year without danger of breaking up in business. Devote at least 2½ per cent. of the gross sales to advertising and see whether it does not pay. Any man in business ought to be willing to make an experiment of that kind once in his lifetime.

* * *

CRITICISM AND COMMENT.

From Woodbury's Drug Store, Danville, Ill., comes a four-inch double col. ad for criticism. In the space seven items are mentioned. There are seven lines displayed in large black type. The ad is rendered unattractive by the confused display, and is apt to prove ineffective because attention and interest is dissipated by attempting to present too many things at once. When there are many

seasonable things to advertise, one is apt to be tempted to try what is really impossible, and that is to adequately present all these things at once. It cannot be done, at least not in a space the size of this one.

What must be done in order to do it right is to put aside all but the most important item and then devote the space to a vigorous effort to sell that one article. An ad that presents but one thing and sells it is, of course, better than one that includes a dozen articles and sells none. Experience usually teaches that this concentration upon one article at a time pays best where small space is used.

The other plan is to take space according to the size of your story, to use enough space so that each article advertised can be presented separately without becoming confused with the rest—the method commonly employed in department store advertising.

It would be fortunate if there were some other way of doing it, but there is not.

The matter in the ad in question is good, the arguments are brief but excellent, but the manner of presentation will make the facts difficult of assimilation by the average reader.

* * *

The Settle Drug Store, Yukon, Okla., sends a four-page circular. The last page contains this line only:

WHY PAY MORE ELSEWHERE?

The circular is so folded as to give this line prominence as the circular is removed from the envelope. The circular is devoted to wall paper, paint, school supplies, etc. It is neatly printed, and the matter is so presented as to make the circular a first-class piece of advertising.

This firm uses premiums to induce trade. A couple of the paragraphs of this circular are as follows:

FREE LIST.

Our free list for the children is larger and more liberal than ever this year. Every pupil of the schools making all school supply purchases of us, whether large or small in amount, will get free a long ruler, a sponge, a pen wiper and a colorgraph.

A BEAUTIFUL COLORGRAPH

will be given free to every customer buying 25 cents' worth or more during the month of September. One given every day, if you buy that often.

* * *

O. T. T., who has a line of stock preparations which have attracted a good local sale, wants to know what sort of a chance he would have in putting them on the general market.

Without many more particulars than are given it would not be possible to give a very definite opinion.

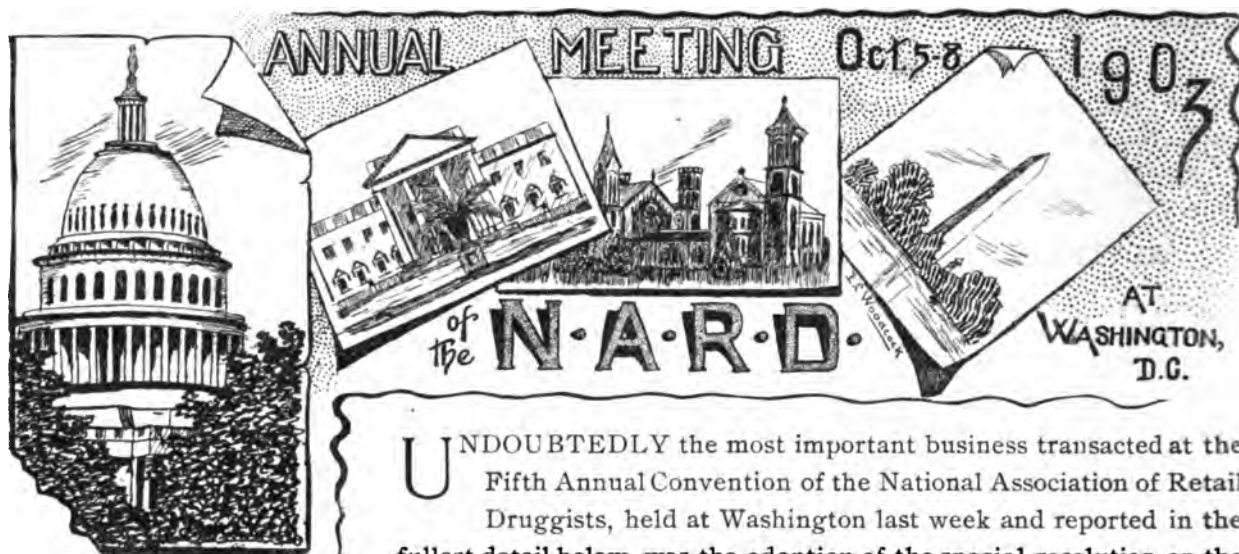
It is becoming increasingly difficult to market proprietaries, because to-day the matter of capital is the chief thing. This is a big country, and there are few preparations of general value that are not being pushed by concerns with ample means. This makes it difficult for the small proprietor to gain a market.

Capital, business ability, nature of competition and merit of good all have to be considered in estimating the chances of success.

For the man of limited means there is but one plan of action open.

Begin in a limited field, work it thoroughly, and find out what can be done. A county is a world in miniature, and if this small world can be conquered, then keep enlarging the sphere of action, branching out only as fast as new territory can be rightly worked.

To attempt to cover too much territory at once is to waste money and to invite failure.



UNDOUBTEDLY the most important business transacted at the Fifth Annual Convention of the National Association of Retail Druggists, held at Washington last week and reported in the fullest detail below, was the adoption of the special resolution on the direct contract plan, the outcome of protracted conferences with the representatives of the leading manufacturers of proprietary medicines in the United States, who attended all the sessions of the Convention and who for the first time in the history of the numerous past efforts to suppress the cutting evil have established the closest and most friendly relations with the price maintaining element of the retail trade. The Association enters upon its sixth year of existence with the fairest prospects of success, and it certainly occupies a much stronger position than it has ever occupied in its history. We commend a careful perusal of the text of the resolutions adopted at Washington by every retail druggist who is interested in the success of the movement for better trade conditions. Our enterprise in presenting so complete a report of the meeting so soon after its adjournment will speak for itself.

THE PROCEEDINGS.

First Session, Monday Evening:

Although scheduled for 7:30 o'clock, it was a few minutes after 8 before President Robert K. Smither, of Buffalo, opened the proceedings of the fifth annual convention of the National Association of Retail Druggists in the assembly hall on the tenth floor of The Raleigh, Washington, D. C., on Monday evening, October 5.

President Smither faced a large and earnest assemblage of delegates, fully representative of every section of the country, the roll-call of States bringing responses from Massachusetts in the East to California in the West and Florida in the South, while the Middle and Northwestern States also had their spokesmen among the delegates and visitors.

The convention was formally declared in session by the president, who took occasion in his opening remarks to shower compliments upon the local committee of arrangements for the excellent judgment they had displayed in the selection of the Raleigh Hotel as the headquarters and place of meeting of the association, and after some words of eulogy of the convention city, which, he said, every American was proud to call his National Capitol, no matter what section he hailed from—North or South—he introduced the Hon. Henry B. F. Macfarland, Commissioner of the District of Columbia, who delivered the address of welcome. In part Mr. Macfarland spoke as follows:

WELCOME TO WASHINGTON.

You are very welcome to the National Capital. Coming from all over the United States, representing one of the most important business interests, engaging thousands of people and millions of money, you are entitled to and will receive all the consideration that we can show. The official hospitality of the National Capital is offered you by its executive government, the Commissioners of the District of Columbia, and is supported by the personal hospitality of the members of your association residing here. And may I say that from our knowledge of them, our fellow citizens, honorable and enterprising in their dealings, public spirited and patriotic in their endeavors, we know without being told what manner of men you, their associates, are. It shows their character, to speak only of what those are doing who are serving the community as members of the Board of Pharmacy, without pay, and who are now helping to prepare what we hope will be the best pharmacy law in the country. They realize, as you do, that the druggists hold life and death in their hands, and that their relations with the rest of the population are of the most important and delicate character. They want them under laws and in the control of men such as shall work out the best possible results. As the commissioner having immediate supervision of the Board of Pharmacy, I am deeply impressed with the value of its work.

Like all American visitors to the National Capital, none of you can feel like strangers here. This is the capital of the whole country, and from the remotest boundary of the republic a proud affection flows toward it. You are gratified to find it so attractive, beautiful in its surroundings, and in itself more beautiful every year. You are pleased to know that it is being improved steadily and in different ways. The great projects which we have won in recent years, like the terminal station and the filtration plant, interest you as well as us, and you are ready to advocate with us all the other projects for the advancement of the National Capital. If you needed the mysterious grant called the freedom of the city, we would gladly give it to you, but we feel that you are as free to the privileges of the National Capital as we are.

Felix Hirseman, of New York, responded to Mr. Macfarland's speech, and expressed the keenest appreciation of the delegates and their friends of the unusually cordial welcome of the Commissioner.

The convention was then welcomed on behalf of the District of Columbia Retail Druggists' Association by President Samuel L. Hilton. The D. C. R. D. A. is one of the parent organization's most promising children, and Mr. Hilton acknowledged the benefits which had accrued to the druggists of the city from their affiliation with the N. A. R. D. In outlining the entertainment which had been provided for the visitors, he spoke of the arrangements for the comfort and pleasure of the ladies, a reference which evoked a hearty round of applause, led by the redoubtable Voegeli of Minneapolis.

The roll of States was then called, and two-minute responses were delivered by a delegate from each State, as follows:

Alabama (J. D. Sutton, Mobile); California (Ed. L. Baldwin, San Francisco); Connecticut (J. K. Levery, Bridgeport); Delaware (T. B. Cartmell, Wilmington); Florida (H. C. Groves, Ocala); Georgia (Geo. D. Case, Milledgeville); Illinois (Walter H. Gale, Chicago); Iowa (E. B. Tainter, Carroll); Indiana (J. N. Helms, Indianapolis); Kentucky (S. N. Jones, Louisville); Louisiana (Jas. E. Bays, New Orleans); Massachusetts (W. J. Bullock, New Bedford); Michigan (Charles F. Mann, Detroit); Maryland (J. G. Beck, Baltimore); Minnesota (A. J. Eckstein, New Ulm); Missouri (C. L. Wright, Webb City); North Carolina (P. W. Vaughan, Durham); New Jersey (George T. George, Trenton); New York (Wm. Muir, Brooklyn); Ohio (Lewis C. Hopp, Cleveland); Pennsylvania (T. H. Potts, Philadelphia); Tennessee (D. J. Kuhn, Nashville); West Virginia (W. C. Gordon, Wheeling); Wisconsin (A. E. Mieding, Milwaukee, and Ed. Williams, Madison).



B. E. PRITCHARD,
President Elect of the N. A. R. D.

THE GREETINGS OF SISTER ORGANIZATIONS

were then delivered by the respective delegates. Prof. W. C. Anderson spoke for the American Pharmaceutical Association, and acknowledgment on behalf of the N. A. R. D. was made by Vice-President M. T. Breslin, of New Orleans.

THE PROPRIETARY ASSOCIATION OF AMERICA

was represented by a delegation, and F. W. Schumacher, vice-president of the Peruna Drug Mfg. Company, Columbus, Ohio, acted as their spokesman. His address contained the most positive assurance that the proprietors were with the retailers in their fight to remedy existing evil conditions. Mr. Schumacher read from manuscript, and his remarks being rather extended caused some exhibition of impatience on the part of one or two of the delegates, but on the whole he was accorded earnest attention, and some of the points he made were vigorously applauded. He said, in part:

We know in the largest cities perplexing problems of price cutting have been a great menace to the tranquillity of your mind and a still greater one to your profits. We are glad, indeed, that in a greater portion of this country, especially the smaller points and in many cities where the N. A. R. D. has shown such splendid service, the situation is highly satisfactory. Where disturbance continues to prevail, relief must be furnished, measures must be devised that are legal and conservative and yet effectual. A great many sincere members of our association do not believe that any one plan or procedure against this cutting evil can be rendered so elastic as to cover the whole country. What may relieve the situation in the South and West might prove a helpless measure in the busy East, especially in the metropolitan and great industrial centers. . . . It appears to many close observers that we are on the verge of a great industrial and financial depression, a depression that will probably influence the Eastern and Central States and the great metropolitan centers with more violence than the balance of this country. . . . This great army of workers in such territory represents three-fourths of the proprietary medicine purchasing public. The depression that we all fear will strike these toilers with especial force. . . . Any movement that would at once raise the price of all staple household medicine in this special section from about 75 cents to \$1 would meet at the hands of this large army of citizens violent rebuke.

It would appear that the time is particularly inopportune for radical action in that particular territory, and our contention that local self-government is the only practical measure that will withstand public opinion and stand the test of endurance seems to us well supported.

But wherever this insurrection, this price cutting evil exists, something must be done. We stand ready to help you, and I speak authoritatively for a group of strong men in our Association that believe a legal, conservative and yet effectual measure can be taken by every sincere proprietor that will greatly improve conditions in such sections where an active, decisive initiative is demanded. We recognize in the retail druggist of this country the natural and proper distributor of our products.

Walter H. Gale, of Chicago, responded for the association, and urged the convention to act with enlightened conservatism and exact justice. He said:

MR. GALE'S PLEA FOR CONSERVATISM.

"I think that it is an epoch in our deliberations to be privileged to listen to an address such as has just been presented to us. It certainly brings us face to face with the fact that the

proprietors are with us. We have heard in times past, ever since this movement was first started, that we must make the proprietors do this, that, or the other thing. We must make them? They want to. The only thing that we must be careful about is the thing that was heavily emphasized in Mr. Schumacher's address—that whatever action we take must be conservative, legal and just; and I venture to say that there is not a delegate present here in this body but who will acquiesce in each one of these propositions. (Applause.)

"We adopt certain measures in a small way, on a small scale. We get results here and there, and some of us grow enthusiastic and shout 'Hurrah, boys! Eureka!' Stop and think. We must do whatever we have to do legally, conservatively and with absolute justice to all three parties to the tripartite agreement. The instant a body of men that has the power that this body has undertakes on account of that power to force another body of men, who are with us in the tripartite agreement, to do anything that is unjust in that body, we lose our influence. No body of men can do that. This has been exemplified all over the country in the labor organizations. These organizations get big and strong and 'chesty,' and they go to work and do something that is not right. What happens to them? They go to jail, or something like that. You all know that. What happened to the plumbers in Chicago? They have got a shock and don't know what is going to happen to them because they did something that was unjust. We cannot afford to do that.

"We have our ideas; the jobbers have their ideas; the manufacturers have theirs. We must all work together. They are all with us. It is just a question of ways and means, and to adopt any arbitrary course—any course that is unjust, any course that works an unnecessary hardship to either of the other parties to this tripartite agreement—would be suicidal." (Applause.)

THE WHOLESALE DRUGGISTS.

C. C. Leadbeater, of Alexandria, Va., on behalf of the N. W. D. A., made an interesting address, in which reference was made



SAMUEL L. HILTON,
Second Vice-President Elect of the N. A. R. D.

to the commendable action taken at Boston by the wholesalers, favoring a more extended application of the direct contract and serial numbering features of the tripartite plan. Asking the convention to pardon a personal allusion, but to show how thoroughly well qualified he was to view the situation sympathetically from the retailers' side, he said that for over 100 years, without interruption, his forefathers had been retail druggists in Alexandria.

Wm. O. Frailey, of Lancaster, Pa., was asked to respond for the N. A. R. D., and he did so in a forceful talk along the lines of what great good the retailers' alliance with the wholesalers had been able to accomplish for the druggists of his State.

Col. John W. Lowe, of New Haven, Conn., and D. J. Reese, of Philadelphia, Pa., having been appointed assistant secretaries, were instructed to collect the credentials of delegates, and the following Credential Committee was then announced by the

president, Peter B. Moriarty, of Massachusetts; Charles Coonley, of Indiana; George E. Thorpe, of New York; W. Berriman, of Missouri; Owen C. Smith, of Maryland; Stewart Gamble, of Minnesota, and E. H. Cross, of Alabama.

Before the session adjourned Charles Rehfuß, of Philadelphia, offered a resolution tendering to the representatives of the Wholesale and Proprietary associations the privilege of the floor at all sessions of the convention. This was amended by Mr. Helms, of Indianapolis, so as to include the sessions of committees dealing with price protection, and, both the amendment and resolution being adopted by a unanimous vote, the convention adjourned till Tuesday morning at 9.30 o'clock.

Second Session, Tuesday Morning.

The morning session on Tuesday was opened promptly at 9.30 o'clock by President Smither, who called for the reading



ROBERT K. SMITHER,
President of the N. A. R. D.

of the minutes of the preceding session. A synopsis of the previous night's session was accordingly read by Secretary Wooten, and after their approval by the convention, President Smither called upon Vice-President Breslin to take the chair while he delivered

The President's Address.

In the introductory paragraphs reference was made to the activity of the Organization Department, which had extended its operations greatly during the year. The membership had been increased 20 per cent., while the prestige of the association with the manufacturing and wholesale branches of the trade had been measurably advanced.

INADEQUACY OF THE TRIPARTITE PLAN.

Stress was laid upon the inadequacy of the tripartite plan to properly control the distribution of proprietary medicines. On this subject, the address said: "The experience of our Executive Committee and repeated decisions of the courts have plainly shown that in order to effectually and legally obtain the results for which the tripartite agreement was made, two things are necessary:

"1. Direct contractual relations between the proprietor and the distributor and retailer respectively.

"2. A simple and inexpensive means of identifying the violator of the agreement whenever a violation shall have occurred."

These conditions seemed admirably fulfilled, Mr. Smither said, in the now well-known direct contract and serial number-

ing plan. The history of this plan was then explained by him, as follows:

HISTORY OF THE DIRECT CONTRACT AND SERIAL NUMBERING PLAN.

At our last convention the following resolution was adopted:

"That all manufacturers operating under the Contract and Serial Numbering System be encouraged and given every support by the members of the association in affiliation with the N. A. R. D."

Our Executive Committee fully realized the importance of this action and has been thoroughly in accord with its spirit. It was not until four months later, however, that one of the more prominent proprietors could be found with the courage to adopt this method of marketing his goods. In January, 1903, the Dr. Miles Medical Company, of Elkhart, Ind., came to the front with a plan, the important details of which met the approval of our Executive Committee.

It had already become apparent that these pioneers would encounter much difficulty in securing a general adoption of the plan. The inertia existing among 40,000 retail druggists scattered throughout the country would have to be overcome, as would the opposition of a number of jobbers, who, while professing friendship for the retail trade and a desire for a betterment of its condition, seemed to oppose the adoption of any scheme for such betterment that would entail the least trouble or expense on their part.

The retailers at first appeared slow and uncertain in their response to the circulars of the Miles Company, while from the jobbers of various parts of the country a storm of protests and objections was heard. An association known as the Mississippi Valley Wholesale Druggists' Association was especially active in its opposition to and denouncement of the plan.

It was evident to the officers of our association that the plan contained at least one practical defect—viz.: The clause permitting retailers to sell six bottles for \$5, which provided a loop hole through which the cutter might obtain goods to be sold at a cut price without actual loss to him.

It was also evident, however, that to secure the general adoption of the plan would be difficult under any circumstances and would be impossible without the emphatic endorsement and earnest, active and energetic support of the N. A. R. D. This was promptly brought to bear, with the result that the plan has been an unqualified success, the Miles contract having been already signed by nearly every jobber of importance and by 34,000 retailers, among whom are many prominent cutters.

The six for five leak has been stopped in most cases by a supplementary agreement on the part of the local retailers who have signed the contract to hold to the full price of \$1 per bottle, and cut prices on Miles' goods have been practically relegated to history.

Cutters who advertise a long list of badly cut prices on other proprietaries, quote Miles Remedies, "the genuine," at full prices, and



M. T. BRESLIN,
Vice-President N. A. R. D.

reports have come in from certain localities that the raising of Miles' Remedies to full prices has been the occasion of similarly advancing other patents not so protected.

Mr. Smither had to admit in fairness that the Miles' preparations constituted an especially favorable line with which to exploit a plan which included a compulsory full retail price. In advertising this line, too, full price localities had for years been given the preference, and the cut-rate centers had been proportionately excluded, because of the "resistance" of the retailers to the sale of unprofitable goods. It followed in consequence that under the old régime the retail price of these goods throughout the country bore a high average, and in the cut-rate centers were rarely made conspicuous leaders.

The efforts of the Executive Committee of the N. A. R. D. to secure a more general adoption of the Direct Contract and Serial Numbering Plan were then rehearsed at length. A subcommittee of the association attended the joint meetings

of the N. W. D. A. and the Proprietary Association of America at Boston to press their claims, and a full account of their work was given in the report of the proceedings of the N. W. D. A., printed in the AMERICAN DRUGGIST for September 14.

Hisses greeted Mr. Smither's reference to the action of the Proprietary Association in adjourning their meeting before the retailers had an opportunity to present their case. The hisses came when Mr. Smither said, "We are forced to the conclusion that the P. A. of A. deliberately dodged the issue."

Mr. Smither's account of the later negotiations with the proprietary medicine manufacturers proved highly interesting, and was listened to with the closest attention. He said:

Our delegation lost no opportunity of pressing the necessities of the situation upon such of the individual proprietors as were willing to give us an audience, and we were led to believe that some of the more prominent ones were earnestly considering the Direct Contract and Serial Numbering Plan. That they desired to weigh the matter with due deliberation is no evidence of insincerity, in view of the magnitude of the interests at stake.

Some of the proprietors whose goods have been made leaders in the cut rate centers objected to the full price feature of the present plan and believed it impossible in certain localities to raise their goods to full price, without great public dissatisfaction and a serious falling off in the sale. They suggested that they might consider the adoption of a plan whereby the local associations of the N. A. R. D. should fix a retail contract price for their respective localities, the same not in any case to be less than a certain minimum—say one-tenth of the dozen price.

There are many obvious objections to a plan that would lack uniformity of application and would be at best but a half way measure, that we could give no assurance that it would be well received and that those adopting it would be rewarded by a degree of good will and co-operation on the part of the retailers commensurate with the expense and risk involved.

A CONFERENCE WITH THE PROPRIETORS.

On September 28 Mr. Chamberlain, chairman of the Executive Committee of the P. A. of A., called a meeting of that committee at Buffalo and invited representatives of the N. A. R. D. to attend the same for the purpose of a conference. At this conference, which was well attended by the proprietors, and in which the N. A. R. D. was represented by Secretary Wooten, Mr. Voegel and your president, the difficulties involved in the application of the contract and numbering plan to a number of the best selling remedies were freely discussed, and your representatives were informed that the proprietors there represented could not for the present see their way clear to adopt the plan. They expressed themselves gratified at the results that had been accomplished by the N. A. R. D. in improving the condition of the retail trade, and incidentally benefiting the proprietors, and displayed a sincere desire to do all that lay in their power, without jeopardizing their own interests, to co-operate with our association and to strengthen the present tripartite plan. They reported to your committee that a number of the leading proprietors were prepared, each for himself, to



DR. JOSEPH R. NOEL.

General Organizer of the N. A. R. D.

refuse their goods to jobbers, who, after notification, should persist in supplying aggressive cutters, or suppliers of the same, not simply with proprietaries, but with merchandise of any kind whatsoever.

In the meantime they agreed to offer no discouragement whatever to the adoption of the contract and numbering plan by those who might see their way clear to take it up, but expressed a desire to witness more of its operation, assuring us that they were still open to conviction.

ANOTHER CONFERENCE IN WASHINGTON.

A committee of the N. W. D. A., the Executive Committee of the P. A. of A., and representatives of as many of the individual proprietors as could make it convenient, have been urgently invited to be present at this convention and to confer with a committee from this association.

The address recommended the appointment of a Committee



FRANK H. FREERICKS,

The Principal Advocate of the Direct Contract Plan.

of Five on Conference with the proprietors and wholesalers, and this committee was later appointed.

A DEFINITION OF "SUBSTITUTION."

Mr. Smither said the association had taken a commendable stand against what was commonly and somewhat erroneously termed "substitution," being the retailing (with the knowledge and consent of the customer) in lieu of an advertised medicine asked for of some other preparation of similar properties. Continuing, Mr. Smither said:

Our action has not been based on the theory that the alleged substitute is a fraud or injustice upon the customer, for it has usually equal and often superior merit to the highly advertised and consequently more costly medicines, but because in the principle of reciprocity, which is the spirit of the tripartite plan, we have held that the proprietor is entitled to the fruits of the demand created by his advertising. Still the proprietor not only advertises the merits of his goods, he fixes and advertises the retail price, and it is this fixed and published price which invites the price demoralizer to juggle with the goods in his cut rate advertisements.

The proprietor alone can absolutely control the retail price and reserve to the retailer a fair compensation for handling the goods. If he refuses to do this, what claim has he on the retailer? If he allows 65 cents to be substituted for \$1 in the receipts of the retailer, has he not merited reciprocity in kind?

President Smither recommended that the convention reaffirm its position in favor of the \$2, \$4 and \$6 scale of prices on proprietary goods, and that the Executive Committee be instructed to urge upon all proprietors the advisability of according the retailer his just due.

THE SITUATION IN NEW YORK CITY.

An interesting account of the situation in New York City was given by President Smither. Affairs there had, he said, given the officers of the association much concern. In 1901 the local members of the N. A. R. D. undertook to "organize" the city. It appeared that they did not proceed with the moderation and the consideration of all interests concerned that later experience has taught us to be advisable, but formulated a schedule of prices regarding which some of the largest cutters claim not to have been consulted, and attempted to enforce the operation of it, evidently relying upon the tripartite plan to bring refractory dealers to terms. This, Mr. Smither said, resulted in the formation of an opposing

organization, commonly known as the "Cutters' Association," including about 75 of the largest metropolitan dealers in proprietaries, and probably representing one-half of the retail output of these goods in the district.

The Cutters' Association was able to exert sufficient influence with the jobbers and proprietors to counteract the influence of the N. A. R. D. and nullify the tripartite plan, so far as this locality was concerned, rendering Greater New York practically an open market and a menace to the rest of the country. Continuing, Mr. Smither said:

"Our membership in that city fell away, and the impression appeared to gain ground that the N. A. R. D. and the tri-

tall druggists conducting a legitimate wholesale business shall be recognized as wholesale distributors, and the Executive Committee be instructed to use their best efforts to this end.

The officers of the association have placed a conservative construction on this resolution, feeling that so long as we are operating under the tripartite plan, we should not unwarrantably encroach upon the rights of the jobbers, for those who ask equity must render it.

While some buying clubs have doubtless been disappointed in not being admitted to the distributors' list, the majority have realized that although the present arrangement may have deprived them of from 5 to 8 per cent. of their buying discounts, it has added 15 to 30 per cent. to their selling profits.

I recommend that this question receive the earnest and careful consideration it deserves at the hands of this convention, and our attitude toward the buying club be unmistakably declared by an official definition of the phrase, "legitimate wholesale business."

WHAT SHOULD CONSTITUTE A DISTRIBUTOR?

The committee in custody of the distributors' list is made up of one member from each of the tripartite branches.

In view of the difficulty that has been experienced in controlling the action of some of these middlemen, it is evident that names should not be added to the list unless found to be clearly entitled to it.

While the proprietors have held well to the list in supplying wholesale druggists, there is reason to believe that they have quietly opened some new accounts with wholesale grocers without reference to it.

I recommend that the association go on record in favor of limiting additions to the distributors' list to exclusively wholesale druggists.

The desirability of inducing manufacturers of chemicals, pharmaceuticals, surgical dressings, etc., to establish and maintain a schedule of minimum retail prices for goods put up in packages for popular sale was emphasized in the address. He said that a considerable number of the products of this class of proprietors reach the lay consumer in original packages, which are offered by cutters, mail order houses and department stores at less than the average retailer can purchase them.

OTHER RECOMMENDATIONS OF THE PRESIDENT.

As an evidence of the fact that price protection was only a part of the work of the association, President Smither touched upon numerous other matters of vital interest to the retail



F. W. MEISSNER.

Member Executive Committee, N. A. R. D.

partite plan are effective only with small dealers and in small places, but impotent in a city of 1,000,000 inhabitants.

"The ill effects of this condition in New York have been a constant drawback to our movement in other parts of the country, and our Executive Committee have been extremely anxious to get that city into line.

"The local druggists appeared to be overcome by an indifference born of despair, and before attempting to systematically regulate prices in this territory our Organization Department thought it advisable to supplement the work done in the larger inland cities by a demonstration of the possibilities in Boston and Philadelphia."

A goodly portion of Mr. Smither's address was devoted to consideration of

THE TRADING STAMP EVIL,

and he recommended that the Executive Committee and attorney together with the Committee on Pharmacy Laws be instructed to co-operate with local associations in the several States to secure the passage of an anti-trading stamp law similar to the Massachusetts law, which provides that,

No person, firm or corporation shall, in connection with the sale of any article or any merchandise whatsoever, sell, give or deliver any trading stamps, checks, coupons or similar devices to be exchanged for, or to be redeemed by, the giving of any indefinite or undescribed article, the nature and value of which are not stated, or to be exchanged for or to be redeemed by the giving of any article not distinctly bargained for at the time when such trading stamps or other devices as aforesaid were sold, given or delivered.

AS TO BUYING CLUBS.

The subject of buying clubs, composed of organizations of retail druggists, loomed up large at this meeting, and President Smither dismissed it as follows:

Throughout the country, and especially in cities where the price demoralization is rife, the smaller retailers are turning their attention to co-operative buying of quantities as a means of equalizing their condition with that of their larger and more fortunate competitors, who are able to buy in bulk, and also as a partial compensation for the low retail prices at which they are forced to sell. This tendency to assume the functions of the jobber is the natural outcome of the present exigencies and is viewed with grave concern by him.

Our association at the last convention adopted the following resolution:

Resolved, That all regularly incorporated organizations of re-



FRANK C. HENRY,

Delegate to the N. A. R. D.

trade of the country, and made the following additional recommendations:

FOR A REDUCTION OF THE TAX ON ALCOHOL.

(1) That this convention adopt strong resolutions favoring a reduction in the tax on alcohol to 70 cents per gallon, and opposing tax free grain alcohol for use in the arts, except for export, and that copies of this resolution be sent to the Secretary of the Treasury, to the Committee on Ways and Means of the House of Representatives, and the chairman of the Finance Committee of the United States Senate.

N. A. R. D. NOTES.

(2) That the present policy of the department of publicity be continued, the Executive Committee to have authority to raise the status of "N. A. R. D. Notes" to that of an all round journal of the trade, if at any time it should be found expedient to do so.

THE GENERAL ATTORNEY.

(3) That the valuable services of general attorney, J. W. Errant, of Chicago, be retained if the finances of the association will permit.

CHANGES IN THE CONSTITUTION.

(4) That Article 2 of the constitution be amended by adding after the words, "Business conditions," the words, "and professional standing," and that Article 6, Section 2, Subdivision D, be amended so as to read, "On Pharmacy and Pharmacy Laws, five members."

PROVIDING FOR DELEGATES TO SISTER ASSOCIATIONS.

(5) That the by-laws be amended so as to specifically provide for the annual appointment of delegations of suitable number to the conventions of the A. Ph. A., the P. A. of A., the N. W. D. A., and to each of the State associations, whether affiliated or not, the expenses of such delegations not to be a charge on the association.

(6) The immediate appointment of a special Committee of Five on Finance, who shall take under consideration the important matter of financing the association and report at the earliest convenience.

In conclusion Mr. Smither said he desired to impress upon the delegates the importance of dealing with the momentous questions that would be submitted for their decision with due deliberation and consideration for all interests affected. The convention could on the impulse of a moment pass a resolution that would perplex and embarrass the Executive Committee for 12 long months. Ours is pre-eminently a business organization, and our convention an assemblage of business men. We should be reasonable in our actions and in our demands, feeling that it is better to make haste slowly than to assume the risk of progressing backward.

Chairman Breslin asked what disposition should be made of the address, and on motion of Thomas Voegeli action was first taken upon the two pressing recommendations of the president with regard to the appointment of a finance committee and a committee of conference. The remainder of the address was then referred for consideration to the Committee on Resolutions.

President Smither then resumed the chair, and the report of the Executive Committee was called for, and presented by Chairman Simon N. Jones, of Louisville.

Report of the Executive Committee.

The report opened with an expression by the committee of their earnest appreciation of the timely liberality of those who at the convention at Cleveland contributed funds to enable the committee to continue uninterruptedly the work of organization. Enumerating some of the work which lay before the association, reference was made to the abolition of the stamp tax, the reduction of the tax on alcohol, the amendment of the patent law, the adoption of the contract and serial numbering plan, and the enforcement of the latter.

The actual operation of the direct contract and serial numbering plan during the year was stated to be

THE MOST IMPORTANT DEVELOPMENT OF THE YEAR.

The plan had been promptly taken up by the Miles Medical Company, and its usefulness and effectiveness thoroughly demonstrated. The report gave public expression of gratification that the Miles Medical Company had reaped the reward of their enterprise and of their confidence in the co-operation of the membership of the N. A. R. D.

The report urged the local and State associations to continue their agitation for the adoption by all proprietary remedy manufacturers of this plan. Many proprietors were already seriously considering the adoption of the direct contract plan, and the main reason of delay seemed to the committee to lie in their unwillingness to undertake the initiatory work. This was deemed a short-sighted policy in view of the pecuniary advantage that would result to the manufacturers from having the retail trade in their favor, "using every effort to advance the interests of the proprietor instead of using every means to push the sale of other goods upon which there is more profit."

So firmly convinced were the members of the Executive Committee of the practicability of the plan, of its successful operation, of its power to regulate prices, and of its necessity as a means of continuing and promoting the good feeling that should exist between producer and distributor, that they unhesitatingly recommended to the membership "an aggressive demand by them that some form of contract be put into effect by every proprietor."

TRIARTITE PLAN LACKS STRENGTH.

The conclusion had been forced upon the committee, according to their report, that unless the contract plan were mate-

rially strengthened it would never succeed in accomplishing all that was expected from it. The plan in itself was not defective. If it were possible to make all dealers honest, or to prevent those whose real interests were at stake from violating the plainest provisions of the plan, then the distribution of proprietary remedies might be controlled. But this consummation was beyond the range of possibilities under the tripartite plan as originally proposed. As a means of maintaining prices or giving actual protection to the retailer it had proved a failure.

As one of the influences tending to the destruction of confidence in the tripartite plan the report directed attention to "the pernicious friendliness that exists between many jobbers and the aggressive cutters," saying: "In the territory where cutting exists this friendliness keeps the members of our organizations in a constant state of unrest, and the lack of confidence in the tripartite plan which exists in many quarters is due to the inexcusably short-sighted policy which these jobbers are pursuing toward a class of dealers who are ruining the wholesale as well as the retail drug business. It is our opinion that the line of demarcation should be more and more clearly drawn between those jobbers who are unmistakably our friends, and who gladly yield obedience to the *spirit* as well as the *letter* of their tripartite obligations, and those jobbers who give reluct-



STEWART GAMBLE,

Delegate to the N. A. R. D.

ant, half-hearted support to the plan, constantly hovering near the border that separates right from wrong, ever ready to cry 'inadvertence' when they are detected violating their obligations. We hope the association will at this meeting declare itself unmistakably on this important subject."

Under the head of

RELATIONS WITH THE WHOLESALERS

the report had the following to say:

We have always regarded the members of the wholesale drug trade as loyal to the retailers—their natural friends—and to the National Association. It was quite a surprise to us when the direct contract plan, as adopted by the Miles Medical Company, was first placed in operation to observe the vigorous opposition that developed in some sections among the jobbing trade. Representatives of your committee pleaded with them to give the plan a trial, assuring them that nothing was perfect at the outset; that the promoters of the contract plan stood ready to make such changes and amendments as time would show were necessary to a practical carrying out of the plan. For a time it appeared that the plan was doomed because of this opposition. Although in some sections the jobbers willingly complied with the conditions of the Miles contract, in other sections, notably New York, Chicago and St. Louis, the opposition was united and determined. Happily the plan was amended to the satisfaction of all, yet there are murmurings that, if generally adopted by the proprietors, arrangements of such a character as to insure that the plan shall not cause them any trouble not fully paid for by the proprietors, must be put into effect.

From our standpoint we have been the faithful friends of the jobber. We have given him, under the tripartite plan, many advantages not enjoyed by him before the adoption of that plan, and your committee does not believe the members of this association will submit to the defeat or failure of the direct contract plan at this critical time. We have made sacrifices in their interest and they ought to be glad to repay us, now that an opportunity is presented. We have the fullest confidence in the sincerity and good judgment of

the leading spirits of the N. W. D. A.: we believe they are our friends and we shall expect to find that our confidence has not been misplaced when they are called upon to do their share to bring prosperity again to the retailer.

ONE WAY IN WHICH THE WHOLESALE CAN ASSIST

us in preventing goods going into improper channels is by carefully scrutinizing all orders received from wholesale grocers. It frequently happens that aggressive cutters, who find it impossible to secure goods through the ordinary channels, will send orders directly, or through some friendly retail grocer, to a wholesale grocery house. The wholesale grocer procures these goods of the wholesale druggist, and we have good reason to believe this is a prolific source of supply for cutters. To protect their own interests and those of their friends, the noncutting retailers, wholesale druggists should ascertain the destination of every lot of proprietary goods sold to wholesale grocers. The use of a special order blank, such as is being used with marked advantage in several Western cities, is hereby cordially commended to the jobbing trade with the request that they adopt it.

What is here stated with reference to wholesale druggists applies, and with even greater force, to many so-called drug brokers. Numbers of these sycophants have no legitimate business, but lie in wait for opportunities to engage in transactions which legitimate dealers are debarred, by honesty or motives of policy, from taking up. Unless your committee is deceived the interests of proprietors, wholesalers and retailers alike, demand that the business methods of all who style themselves "drug brokers" shall be rigidly investigated. Those who are entitled to the name and who are doing a legitimate business have nothing to lose, while those who are interfering with the rights and privileges of either jobbers or retailers should be convicted and their names and their methods exposed.

Continuing, the report gave an account of the mission of the representatives of the association who journeyed to Boston



THOMAS V. WOOTEN,

Secretary of the N. A. R. D.

to attend the joint conventions of the N. W. D. A. and the P. A. of A. The report stated the belief of the committee that the needs of the N. A. R. D. were more thoroughly brought before the two bodies on this occasion than on any previous one.

BUYING CLUBS, ETC.

Other topics discussed by the committee in their report related to the blocking of proposed inimical legislation in Wisconsin and Arkansas, objectionable advertising and "buying clubs." Under the latter head the following expression was made:

Pursuant to Resolution G, adopted at the last convention, referring to associations of retailers engaged in the wholesale drug business, your committee has avoided recommending the listing of any of these organizations not fully complying with the terms of the resolution—namely, "conducting a legitimate wholesale business." Considerable attention was given the question of buying clubs at the recent Boston meeting, but your committee hereby expresses the belief it has always held, that when all parties interested use their honest endeavors to

faithfully observe and enforce the tripartite plan both in letter and in spirit the motive for forming and maintaining buying clubs will cease to exist. The fact that listed cutters have been, in the past, enabled to secure their wants in quantities sufficient to meet their demands has been proven to be the incentive for the organization of many of these clubs. With the establishment of the direct contract plan or some other form of price protection that will be effective in preventing price demoralization, we are of the opinion that the buying club spirit will gradually lose its hold upon the retail drug trade. The value of the three-party principle is generally appreciated by retailers; it is the failure of the other branches of the trade, especially the jobbers, to properly estimate the value of this principle that has caused all the trouble with reference to retailers buying goods at wholesale, for distribution among themselves.

Fitting praise was bestowed in the report upon the head of the organization department, Dr. Joseph R. Noel; the secretary, Thomas V. Wooten, and upon Joseph W. Errant, the general counsel of the association.

In conclusion attention was called to

THE UNSATISFACTORY STATE OF THE FINANCES

of the association in the following terms:

As the report of our treasurer will show, only a very small per cent. of our members have paid their dues, the local associations which have been affiliated for two or more years showing up very badly as far as financial aid is concerned. The bulk of our revenue for the past year, outside of that contributed by our friends at the Cleveland convention, has come from the new associations formed by the organizers during the past year, the number of the older local associations that have paid their dues being discouragingly small. It is a self-evident proposition that this immense national work cannot be carried on without money; it is equally evident that unless our membership pay their dues promptly our organization must cease to exist. We have no other source of revenue; we cannot humiliate ourselves year after year by asking or receiving money from those outside our own ranks, placing us really in the position of mendicants; our own members should keep our treasury abundantly supplied.

There is no better time than the present to call the attention of the delegates to our unsatisfactory financial condition. If the work is not worth every cent that it has cost, if the proper handling of the great problems that have been called to the attention of the retail trade throughout the length and breadth of this great country is not deserving of support, if the work of those who have labored faithfully and without compensation to advance the commercial interests of every druggist, is not worth *two dollars a year* to each and every one, then the work must stop. A firm foundation has been laid, but the superstructure that has been so firmly builded upon it must remain uncompleted until our membership is awakened to the fact that this great work cannot be prosecuted without money. Every means that human mind could devise has been brought into play in the endeavor to awaken our affiliated associations to these cold-blooded facts. Bill after bill, letter after letter have been sent to the local secretaries; the N. A. R. D. Notes and the pharmaceutical press have done their part to stimulate our membership to a realization of their duties to the N. A. R. D., but the year closes with but little money to carry on the work for the ensuing year.

It is indeed a pitiable spectacle! Forty thousand retail druggists engaged in an honorable calling, having a national organization whose every effort has been, is now being and will continue to be devoted to their commercial success, allowing it to die of inanition, not willing to contribute six mills per day each for its support, yet expecting that through its labors dollars—many of them—will be dropped into their pockets. It is indeed a lamentable showing; it is a disappointment that none can realize the greatness of like those can who have been actively engaged in the work. It is such a serious problem that we commend it to the sober thought of the convention. The committee feels that duty compels the frank statement of its belief that if the association cannot be financed in such a way as to give the organization solidity, the abandonment of the whole enterprise ought to be seriously considered.

RECOMMENDATIONS.

The report closed with the following recommendations—viz.:

- (1) That the work of organization be continued and that the number of organizers be increased so that each affiliated association may be visited as often as possible by these organizers—at least once a year—that the interest in the N. A. R. D. and its work may be kept thoroughly aroused and the annual dues collected.
- (2) That a determined effort be made to have the proprietors of the leading remedies adopt some form of price protection upon their goods, preferably the direct contract-serial numbering plan adopted at our last convention, because we are convinced of the feasibility and the success of this plan in yielding the relief we seek.
- (3) That this convention reaffirm its pledge to promote the interests of every proprietor who shall adopt an adequate price protective plan for distributing his products.
- (4) That this convention reaffirm its loyalty to the tripartite plan, that this plan be strengthened in every available way, that our affiliated associations be urged to use every effort to make the results of its use more effective, and that we employ every legal and just means to enforce its provisions. This resolution should embody an insistence that the proprietors and jobbers comply with the *spirit* as well as the *letter* of the plan, to the end that all the benefits it is possible to obtain from this source may be secured.
- (5) That a resolution be adopted again pledging our members to give preference to those manufacturers of chemicals, pharmaceuticals and surgical supplies who market their goods in accordance with the best interests of the retail drug trade.
- (6) That steps be taken by this convention to impress upon the proprietary manufacturers our earnest desire that they evidence their good-will to the non-cutting element of the retail trade by refusing to advertise in newspapers that accept ads from cutters in which their goods are exploited at figures which leave no margin of profit to the legitimate handlers of these goods.

On motion of Walter H. Gale, of Chicago, the report was received and referred to the Committee on Resolutions.

DR. H. W. WILEY ADDRESSES THE CONVENTION.

At this point President Smith announced the presence in the hall of Dr. Harvey W. Wiley, Chief of the Bureau of Chem-

istry of the U. S. Department of Agriculture, and that Dr. Willey was willing to give a few moments' talk on what his Bureau was doing for pharmacists.

Dr. Willey, who was received with applause, addressed the gathering as follows:

WHAT THE U. S. DEPARTMENT OF AGRICULTURE IS DOING FOR PHARMACY.

The first question which you might naturally ask is, What has agriculture to do with pharmacy? That is a pretty hard question, but if you will look for a moment at some of the principal articles in the pharmacopœia you will see that they have some direct connection with the garden, the field and the forest, because a great many of the articles in which you deal, perhaps the majority of them, are the products either of the garden, the field or the forest. And as Congress has committed the interests of agriculture in general to the Department of Agriculture, it has seemed only wise that the Department of Agriculture should do something in the line of pharmacy, and Congress has authorized investigations and studies relating to the interests of your profession.

I ask just a few moments, in response to the invitation which I have had to come down here and tell you briefly what we are doing, and especially what we are doing in the Bureau of Chemistry, because the pharmaceutical investigation is divided into two parts—that which is actively engaged in the field in the cultivation and introduction of drug producing plants in the United States, which is in the Bureau of Plant Industry; and, second, the part which relates to the chemical composition and properties of the plants thus produced and of similar products imported into the United States of America. This is committed to the Bureau of Chemistry.

Now we have, under authority of Congress, established in the Bureau of Chemistry a drug laboratory for the purpose of inspecting the character of imported drug products and of studying the character of domestic drug products. I take it, gentlemen, that the retail druggist neither desires nor is he able to employ himself a professional chemist or pharmaceutical chemist to look after his products, and that every one of you is anxious and desirous above all things that the articles in which he deals shall be of the proper character, strength and standard. You have a pharmacopœia which states the standards of a great many things in which you deal, but does the pharmacopœia provide in any way any control, except by their direction, of the materials which you use?

We import into this country a great many of the products in which you deal. There is an inspection at the port of entry for the purpose of levying duty. That the United States never forgets. Where a duty is to be levied an inspection takes place, but that inspection is solely for the purpose of classification for dutiable purposes, and the United States, if it gets its duty on opium, does not care much whether it has 5, 10 or 20 per cent. of morphine. That is not the object of the inspection. It wants the duty collected. And so with other drug products that pay duties.

Now the object of our work is to tell the character of these imported products so that when they come into your hands you may be assured they are what they are represented to be, so that you will have no care or expense in connection with such investigation. To this end we are taking samples at the present time of all crude, manufactured drug products which come into our country. We examine them both botanically and chemically to see—if they are plants—that they are

are not what they are represented to be, we have the authority to keep them out of the country. Or if they have been tampered with in any way, if foreign drugs or substances have been added to them other than naturally present in them, they can be excluded from our shores. Just the same with our foods, which we are inspecting to-day; if they are adulterated in any way, if they have added substances which are injurious to health, like coloring matters or preservatives, or if they are misbranded or misnamed in any respect in order to deceive the purchaser, or if they are forbidden or restricted in sale in the country from which they come, they are not admitted. In other words, what is not good enough for the foreigner we claim is not good enough for us. And we propose to shut our doors to the flood of deteriorated, mis-



JAMES FOULKE,

Member Committee on Transportation, N. A. R. D.

branded and adulterated foods and drugs which have been pouring in such a large stream into our country in the past fifty years.

So you see that our work, while it does not touch you directly, has nothing to do with your commercial interests in the way of being for the benefit of trade or for your own protection, it does touch you in another way and will finally, when the law is fully executed and its provisions are fully carried out with such inspection as should be made, place in your hands, at least so far as imported drugs are concerned, a means by which you can be certain of defending yourselves against every accusation of dealing in deteriorated or debased drugs.

Unfortunately, the law is only for imported articles and does not extend to those of domestic manufacture, and I think a sense of justice would lead each one of you to believe that we should apply the same test to ourselves that we apply to foreigners. But we have to get a great matter little by little. You cannot accomplish a great work at a jump. Very seldom are such things done. Sometimes we see that a species is formed by some great jump from one form to another, but that does not happen in business or law. The process is slow. We go forward little by little, but it must be granted that we have taken a decided step forward in getting a law applied to imported articles. That will cause the taking of an additional step and the passage of a general law applying to domestic articles intended for interstate commerce.

Of course, you must rely on your States for the police powers of the State. The United States Government cannot go into a State and regulate State affairs. It can only pass laws of this kind when they relate to articles which are subject to interstate commerce, when they cross the line from one State to another. For instance, we have an excellent law passed by the last Congress regulating the misbranding of food products as well as drugs as to a State or Territory where they are made. That is a good law. It is not a complete law, but it is excellent so far as it goes.

For instance, New York makes an excellent article of full cream cheese, so that it has become known throughout the markets of the country as an excellent article. So other States like Pennsylvania, Ohio, Michigan and others, they make "New York full cream cheese," too, and put a label on it. That is all right. We cannot stop that so long as they make it in Pennsylvania and sell it in Pennsylvania, but the moment they send that to the District of Columbia or to New York then the United States can step in and say, "No, you can't sell a 'New York full cream cheese' made in Pennsylvania in any other State except Pennsylvania." But if Pennsylvania wants it to be sold in that State that is their business and not ours.

We find as a rule that manufacturers are perfectly willing to conform to this law, but it had grown up to be a trade and practice. For instance, a fruit dealer in Delaware or Maryland would put up a good article of fruit and label it "California fruit," because California was a good name to sell it with. There were many other food products—for instance, Indiana corn put up in cans. Maine makes an excellent article of particularly sweet green corn. New York makes an excellent article of sweet corn. In other parts of the country there is plenty of corn, but it is not so good; so they are in the habit of putting those labels on this green corn.

A case came up yesterday where a firm in St. Louis was putting up an article of green corn "Made at Sycamore, New York." Now, there is no such place as "Sycamore, New York." He was very particular to select a name that did not exist. There is no such place at all—not even a postal station—it was a mere name, but all his product was "made at Sycamore, New York," and he was selling it all over the South and West. When we wrote to him to inquire about it he said,



W. C. GORDON,

Delegate to the N. A. R. D.

true to the species which they represent and that they contain the chemical elements which are necessary to make them valuable as standard drugs; so that with this double examination we may be sure that the articles which we import are of that quality.

This is a part of the general law which, as you know, applies to food products. Congress has coupled together, very properly, it seems to me, food and drugs; because to the food and the drug are we indebted for our life and our health. Both are indispensable and both should be of the highest quality. So Congress has joined together those two apparently unlike objects, food and drugs, and placed them both in the same category. And the law says emphatically that they shall not be imported unless they are true to standard and true to name. If they are mislabeled in any respect, misrepresented, if they

"Certainly, I am using that. I didn't know it was contrary to law. That sells my goods. They think it is good because it comes from New York. Now that you call my attention to it I will stop it." Especially when we called his attention to the fact that it was a \$2,000 offense.

Now we want the same honesty in drugs. When a physician writes a prescription for you to fill he expects it to be filled with not only the materials which he puts into the prescription, but of the standard strength required by the pharmacopoeia in these materials. And so you see the object of our work is to help you to be certain that you are going to fill the prescription of the physician and attend to the wants of the patient, and thus to make your profession in fact what it is in theory, and largely in fact, a blessing to humanity.

Dr. Wiley's remarks were listened to with the closest attention, and he was frequently applauded, the delegates giving many demonstrations of approval to the points which the speaker illustrated and pressed home. At the close, on motion of Mr. Voegeli, the convention expressed its appreciation by a rising vote of thanks.

Routine business was then taken up, and the following special committees were named by the chair:

On Conference.—Thomas Voegeli, Minnesota; Lewis C. Hopp, Ohio; B. E. Pritchard, Pennsylvania; John C. Gallagher, New Jersey, and I. N. Helms, Indiana.

On Finance.—W. H. Gale, Illinois; W. O. Frailey, Pennsylvania; L. G. Heinritz, Massachusetts; J. A. Lockie, New York, and Chas. H. Huhn, Minnesota.

Secretary Wooten read the following telegram from Racine,



JOHN A. LEVERTY.

Delegate to the N. A. R. D.

Wis., dated October 5, 1903, addressed to the secretary of the association:

Regret that illness in my family prevents my being with you at this time, as I had planned. Please convey to the officers and members my best wishes for a successful meeting. A. J. HORLICK.

There being no further business before the convention, a recess was taken until 1.30 p.m. of the same day.

Third Session, Tuesday Afternoon.

President Smither called the convention to order at 1.30 p.m., and, taking up the regular order of business, called for the report of the secretary, after the minutes of the preceding session had been read and approved.

Secretary Wooten thereupon read his annual report, together with the supplementary reports submitted to the secretary by the Department of Publicity in charge of Chas. M. Carr, and the Legal Department in charge of Joseph W. Errant, general counsel.

Secretary's Report.

After giving a list of the organizations having membership in the N. A. R. D., Mr. Wooten said:

"During the past year no State association has withdrawn from our fellowship, but at the January meeting of the Executive Committee the Nebraska Pharmaceutical Association was dropped for nonpayment of dues. The Wyoming Pharmaceutical Association, recently organized, has applied for membership, but has not yet completed its affiliation.

THE MEMBERSHIP.

"By the action of the Executive Committee the following local associations which paid no dues for the fiscal year of 1901, or since that time, were also dropped from the list of members: Georgia, Chatham County; Indiana, Delaware County; Massachusetts, Medford; Michigan, Ann Arbor; New York, Waverly, Sayre and Athens (one association); Ohio, Ottawa County, Richland County; Pennsylvania, Altoona; South Carolina, Charleston; Texas, San Antonio; Vermont, Burlington, Rutland.

State associations in membership at last convention.....	32
Local associations in membership at last convention.....	641
Total.....	673
Local associations added during year.....	110
Grand total.....	783
State associations dropped during year.....	1
Local associations dropped during year.....	12
Total.....	13
Number of associations now in affiliation.....	770
Present membership, state associations.....	31
Present membership, local associations.....	739
Total.....	770
Increase in membership over last year's report, 97 associations.	
Percentage of increase in associations, 14.4.	

"Of the 110 new associations brought in during the past year only 12 have been added through correspondence, all the other association owing their affiliation with us, and in most cases owing their existence as associations to our organization department. It may be said with equal truth that, had it not been for the work of these organizers the number of associations dropped for non-payment of dues would have been much larger. These facts are mentioned here to emphasize the necessity of maintaining an efficient corps of organizers, working under an efficient head. The very life of the National Association depends upon it.

MEMBERS FROM ISOLATED SECTIONS.

"At the January meeting of the Executive Committee there was a good deal of discussion as to the best means of recognizing as members of the N. A. R. D. druggists who are located in sparsely settled districts or locations where the absence of the association spirit prevents the forming of an organization through which the application for membership may become a component part of the National Association. It was finally decided that inasmuch the national body is composed of State and local associations, and no provision has ever been made for individual memberships, it would be best for the secretary to place applicants of the kind mentioned in the nearest affiliated local association as an 'attached' member. The plan has therefore been pursued, with the result that 16 persons have become identified with our movement in this indirect manner."

The following is the

SECRETARY'S FINANCIAL STATEMENT,

showing the disbursements for the year:

SECRETARY'S FINANCIAL REPORT.

Expenses of secretary's office.....	\$6,265.46
Expenses of treasurer's office.....	199.50
Mileage and per diem of Executive Committee for 1902 and 1903.....	1,323.46
Secretary's salary.....	2,596.45
Expense of Organization Department.....	22,512.88
Attorney's salary and court costs.....	1,329.95
Expenses of Cleveland convention, 1902.....	85.15
Repayment of loan from Sterling Remedy Company.....	1,000.00
Traveling expense of secretary's office.....	89.13
Detective work.....	295.65
Expense of Legislative Committee.....	25.50
Fidelity bonds.....	40.00
Amount repaid to Los Angeles Association account of special work done in 1900.....	62.00
Refund to Lebanon County, Pa. Association.....	6.00
Total.....	\$35,841.11
Salaries of stenographers and office assistants.....	\$2,880.38
Printing and stationery.....	1,169.05
Postage.....	1,265.13
Rent, water, ice and toilet supplies.....	494.11
Telegrams, telephone and messengers.....	148.91
Express.....	41.85
Exchange and bank charges.....	14.67
Books and files.....	22.65
Furniture and repairs.....	228.54
Petty office.....	2.19
Total.....	\$6,265.46

"An earnest effort is constantly being put forth to keep the association's expenses as small as possible, consistent with efficiency, in every department of the work. It is confidently believed a careful investigation will show that at least one hundred cents is obtained in supplies or service for every dollar that has been expended.

"At the January meeting the Executive Committee, after observing the overcrowded condition of the office and being told that we were renting space elsewhere for the Department of Publicity, directed me to obtain additional room, which I did by renting three rooms adjoining those already occupied and subletting one of these. In this way we now occupy five desirable rooms at a cost to the association of \$50.00 per month, including light, heat and janitor services. The additional space occupied made the buying of new rugs and some additional furniture imperative. At present the association's headquarters



ROBERT M. DADD,
Delegate to the N. A. R. D.

are not discreditable to the organization, a statement which could not have been made truthfully to the last convention.

EFFORT TO COLLECT DUES.

"More attention has been paid by us this year than ever before to efforts to collect the outstanding dues. In spite of this the amount of dues collected has been small in comparison with the amount payable, and the number of associations that will be dropped in January next for non-payment will, of necessity, be considerable. . . .

DIRECT-CONTRACT SERIAL-NUMBERING PLAN.

"Immediately following the Cleveland convention I began making plans to secure the adoption by proprietors of the direct-contract serial-numbering plan adopted by the association. After considerable hard work (because the question was one to which I had previously given but little thought), I, in conjunction with the association's attorney, formulated a wholesale and retail contract, the use of which by proprietors would put the plan into effect. After submitting the contracts to the Executive Committee and securing their approval of them, I distributed early in January to all the manufacturers of proprietaries and to all the wholesalers in the United States, as well as to the officers of all our affiliated bodies, copies of these contracts, accompanied by a carefully worded printed letter, as well as a *fac-simile* typewritten letter. . . . It is gratifying to me to state that, with the exception of the six for \$5.00 provision, the contract which Mr. Errant and I formulated and which the Executive Committee approved was that which was adopted by the Miles Medicine Company, and has been successfully used by this firm. Of course, a change in the original contract was made at the January conference with the Proprietary Committee of the N. W. D. A., but this change was more an alteration of the form than of the substance of the contract. Regarding the six for \$5.00 clause, I strongly urged upon the Miles Medical Company the striking out of this provision, which, I contended, would weaken the entire plan; but the firm had always advertised six for \$5.00 and could not be induced to abandon it. . . .

CUT RATE ADVERTISING.

"Throughout the whole year we have kept up the agitation to induce the individual proprietors to put into their advertising contracts with newspapers a clause stating that no cut prices on the proprietors' goods will be printed while the con-

tract is in force. As yet only two proprietors, so far as I am informed, have expressed their determination to sign *no* contract with newspapers which does not embody this provision; but we have reason to believe that during the year many proprietors have used their influence with the newspapers in disturbed localities to prevent the advertising of their goods at ruinous prices. It is our opinion the association ought to express itself on this subject again by adopting a strong resolution. The importance of this method of minimizing the cutters' power for harm can hardly be overestimated.

ROUTINE WORK.

"The routine work of the secretary's office is becoming more and more a matter of perplexity. The volume of this work is constantly increasing. During the year General Organizer Noel has assisted as far as possible in doing this work, at times laying aside important matters in his own department in order to render the aid imperatively needed. In addition to 40,000 retail druggists, there are, in the United States, about 450 wholesale druggists and approximately 150 large manufacturers of proprietaries besides several hundred makers of proprietaries that have a limited sale. Of the entire number of persons embraced in the enumeration all feel at liberty to write (when occasion requires or seems to require) to the national secretary, and when they do they expect a prompt and satisfactory answer. If a reply should not be forthcoming within a few days or a week, harsh criticism of the secretary and of an association that would employ such an incompetent would undoubtedly ensue. Consequently a determined effort has always been made by us to keep the correspondence up to date. To do this has necessitated a vast deal of hard work. . . .

"Inasmuch as the National Treasurer is provided with no clerical help we have always relieved him of the necessity of doing any of the corresponding in relation to collections. All the circular matter on this subject has also been prepared by us and sent out from our office. In this way the duties of the treasurer have been confined to receiving the funds sent in, depositing the money, honoring the vouchers properly issued, and rendering semi-monthly reports of receipts and disbursements. All the bookkeeping of the association, aside from that just mentioned, is also done in our office.

WORK OF LOCAL ASSOCIATIONS.

"Naturally the greater part of my work relates to enhancing the welfare of the members of the various affiliated associations by co-operating with their officers. We fully appreciate that the N. A. R. D. is a success or failure in the ratio



WYMOND H. BRADBURY,
Secretary of the District of Columbia Retail Druggists' Association.

that its affiliated associations are successes or failures. This fact being recognized, every available means is employed to keep the officers of the affiliated bodies in good spirits, to impart such information as will make them hopeful and to keep them at work. The first symptoms of decay in an association are loss of interest by the officers, then non-payment of dues, then price-cutting on the sly, followed by the advertising of proprietaries at cut prices, general demoralization and serious

loss to everybody, all of which might easily have been saved if the officers had kept up their interest and stuck to their work.

DISLOYAL JOBBERS.

"During the past year it has been my unpleasant duty to call the attention of the proprietors to the fact that 16 of their wholesale distributors have been proven guilty of selling the proprietors' goods to aggressive price demoralizers. In the case of 11 of these wholesalers, the retailers of the locality in which they do business have been notified as to the wholesalers' peculiar business methods. That a larger number of jobbers have not been cited to the proprietors for violations of the terms of their agency and the facts placed in the hands of the retailers for such action as they saw proper to take in relation thereto has been due to our inability to secure the needed evidence of violations. It will be observed that \$295.65 has been spent for secret service work during the past year. The experience gained through the expenditure of this money fully demonstrated the inefficiency of the tripartite plan as at present constituted. That aggressive cutters are obtaining all of their supplies of some proprietaries of some dishonest jobbers having been proven, it may with justice be assumed that a large portion of all the proprietaries handled by these enemies of the drug trade are obtained through the same channels. It is for this well-known reason that the tripartite plan has become such a source of dissatisfaction to the retail drug trade. One thing seems clearly established, the provisions of



H. L. STILES,
Delegate to the N. A. R. D.

this plan must be more closely adhered to or the plan must be abandoned, otherwise the National Association cannot retain its prestige as a business organization. A great deal of your secretary's time is devoted to correspondence with retailers relating to the real or imagined disloyalty of jobbers to their natural friends, the price-maintaining element of the trade. That there are loyal jobbers who have no sympathy for the cutters and their methods admits of no doubt; but the integrity of these men is called in question because of the dishonesty of the members of the wholesale trade. Why would it not be the part of wisdom for the former to adopt such measures as will reveal to the proprietors and retailers who it is that is giving aid and comfort to cutters and who have thereby brought themselves under suspicion of violating their tripartite obligations? The time has come when every jobber ought to be required to decide between the non-cutting trade and the price demoralizers. It is out of the question, in my opinion, to continue using the tripartite plan after so many years of ill success unless we can draw the line more clearly, more unmistakably, between the jobbers whose sympathies are with the cutters and those who favor the non-cutting trade. The best way of accomplishing this purpose ought to be one of the topics most earnestly discussed by this convention.

"Not a small part of the routine work of the secretary's office is that of investigating the claims of druggists who assert that they are jobbers and ought to be entitled to jobbing privileges. The natural desire of the proprietors for as large an output for their goods as possible makes inquiry into the facts imperative. Very often there is no ground whatever for

the claim put forth, but as much time and effort are consumed in the investigation as though a large exclusively jobbing firm had started in business.

WORK FOR THE COMMITTEES.

"I have outlined in previous reports my work for the Executive Committee, which consists in submitting in detail all the important matters occurring in the interval between the meetings of the association, and those matters which cannot be postponed for the association's action, as well as the carrying out of the instructions given the committee at the annual conventions. In order to save time and needless labor for the committee the secretary must present the immediate facts (without needless details), and must present also such collateral facts as will place the subject clearly before the committee, enabling them to appreciate fully the effect upon the association's diversified interests of this, that or the other course that may be adopted. It is easy to see how any subject of far reaching importance can require an immense amount of the secretary's time and yet make but little show in summing up the total of a day's or a week's work. In other words, it is work which cannot be measured by time, which is the ordinary standard. During the year the committee has held three meetings, one in Cleveland, September 25, 1902; one in Chicago, January 26-28, and one in Washington, October 5, 1903.

"Under the direction of the Committee on National Legislation I distributed during the past winter and early spring 25,000 printed letters and blank petitions to Congress, urging a reduction of the tax on alcohol. I also wrote to the president of each of the 38 State pharmaceutical associations, enclosing a resolution to be presented to his organization for passage in relation to the tax. At the request of Chairman Gallagher of the committee I distributed to the secretaries of the affiliated associations a large number of copies of a reprint of an article written by Mr. Bodemann, 'Drug Tax a Bar to Science,' with a request that the article be reproduced in their local papers.

"For the Committee on Trade-Marks and Patents I have had a number of important interviews with Attorney Errant and with Chairman Tainter relative to the legislation to be proposed at the approaching session of Congress. Typewritten copies of the measure under consideration were sent to the members of the committee.

"Chairman Gordone of the Committee on Form of Organization and I have corresponded considerably regarding the work of his committee, and several letters to the committee have gone out.

"It has been my pleasure to co-operate with Chairman Mann of the Transportation Committee, a portion of whose work required very careful handling. It is gratifying that the outcome has been entirely satisfactory.

AN APPEAL ANSWERED.

"At the last convention liberal donations were made by a number of proprietors as well as a great many retailers, in order to relieve the association of its financial embarrassment. Recently it has become necessary to make another appeal for contributions, and this appeal also has been responded to in a manner that is highly gratifying.

"It is regretted a complete list of those who came to the association's rescue so promptly cannot be prepared. It should be explained that a number of the N. A. R. D.'s good friends have contributed through their State pharmaceutical associations, notably those of Indiana, New York State, Pennsylvania, and doubtless some others. Besides this, some have subscribed for Notes in advance, others have paid for the publication, and ordered it sent to friends, while a large number have given, in addition to their own contributions, time and labor in stimulating others to contribute.

"This aid to the association was most opportune, and I am sure the other officers of the association, the members of the Executive Committee, the organizers, and every one who has the welfare of the association at heart will thank me for voicing their gratitude for this well timed generosity. That some method of financing the association which is at once equitable, successful and creditable to the association may be devised at this meeting, is, I am sure, the heartfelt desire of all those I have mentioned as well as all whose personal welfare is bound up in the association's success.

"Because the association's funds were so badly needed for more urgently important purposes, the Executive Committee decided to forego the publication of the official report of the last convention, it being the consensus of opinion that the full reports of the meeting published by the pharmaceutical journals made this almost unnecessary. The resolutions adopted at the Cleveland convention were published in the issue of Notes of November 8, 1902. Of the conventions which the association has held, the proceedings of those of St. Louis, Cincinnati and Detroit have been published by the association:

the proceedings of the meetings held in Buffalo and Cleveland have not.

"The constitution and by-laws of the association were published after the holding of the Buffalo convention. The changes made at the Cleveland meeting were printed on slips and pasted in 1,200 copies (all that remained) of the booklet first mentioned. Nearly all of these booklets have been distributed.

"During the year your secretary made, at the association's expense, a trip to each of the following cities: Cleveland, Ohio; Madison, Wis.; Boston, Mass., and Buffalo, N. Y. On the trip



CHAS. REHFUSS,

Member Executive Committee, N. A. R. D.

to Madison he was accompanied by Attorney Errant, Mr. Prouty, organizer of the Chicago association, also made a visit to Cleveland, the expense of which was paid by the National Association. Several other trips in the association's interest were made during the year without expense to the national body. It is a pleasure to say in regard to the latter, that the outcome in every case was entirely satisfactory. Cordial relations between our organization and those of the proprietors and jobbers have been maintained throughout the year.

"In summarizing the year's work, your secretary desires to say that while the duties devolving upon him have been more arduous than in any previous year, the uniform kindness and considerateness of his fellow-workers in the Executive Committee, in the office among the organizers and throughout the membership has made the work a pleasure rather than a hardship."

The report of the secretary took the usual course, being received and referred for action to the Committee on Resolutions.

Dr. Joseph R. Noel then presented the supplemental report of the secretary on the work of organization, amplified with maps showing the territory covered by the organizers, and a large wall sheet showing the items of expenditure and income for the years 1901, 1902 and 1903. Dr. Noel also illustrated with wall maps the extended trips and the work undertaken by one organizer in his travels from the home office until his return. Dr. Noel's statement was attentively listened to, and at the close was greeted with continued applause.

Report on Organization Work.

As a supplemental report of the secretary, General Organizer Dr. Joseph R. Noel gave an account of the work of his department during the twelve months ending September 5, 1903. Comparatively little actual organization work had been done during the period under review, and consequently there were not as many new associations to report as compared with previous years, the department's deficit of course increasing correspondingly.

Dr. Noel referred with gratification to the growing conviction among the trade that the dues of the N. A. R. D. should be large enough to include payment for the expenses incurred in adjusting differences among dealers and effecting schedules in various parts of the country, so as to avoid the necessity of asking the local associations visited to make donations to reimburse the N. A. R. D. for the outlay.

THE FIELD OF OPERATIONS.

In regard to the field of operations the report said:

Most of the work done by this department since the last convention has been in the Eastern States. Almost as much money has been spent by us in the four States of Massachusetts, New York, Pennsylvania and Maryland as in all the other States of the Union together. The organization of practically the entire retail trade of Massachusetts, the persistent but as yet unsuccessful effort to obtain a foothold in New York City, the constant canvassing done by one of the N. A. R. D. representatives in Philadelphia, the many difficult adjustments effected by another of our representatives, principally in Pennsylvania, together with the organization of the city of Baltimore, have been the chief issues with the Organization Department since the Cleveland Convention.

One hundred and forty associations had been formed during the year as compared with 222 in 1902, and 244 in 1901, the total to date being 606.

EXPENSES OF THE OFFICE.

The following statement of expenditures was made:

Traveling expenses.....	\$12,689.76
Salaries of men in the field.....	9,023.47
Office expenses.....	591.93
Total.....	\$22,305.16
Collections by the Organization Department amounted to.....	16,868.04
Leaving a deficit of.....	\$5,437.12

An analysis of the figures submitted by General Organizer Noel showed that the department spent for every new member added \$7.08, 140 associations having been formed during the year, representing a membership of 3148, the average number of members per association being 22½. On account of the dues and donations collected from old associations the average collection per new member had been \$5.36. The department had therefore sustained a loss of \$1.73 on each new member added. Dr. Noel said that little increased difficulty had been experienced in collecting the \$5.35 average per member in 1903 over that experienced in collecting the average of \$3.52 in 1902, or the average of \$3.26 in 1901.

THE DIFFICULTY OF SECURING GOOD ORGANIZERS.

At the time of the Cleveland convention there were six men in the employ of the organization department. Eleven men had been taken on during the year and seven dismissed, leaving a total of ten. The difficulty of securing good material in the way of organizers was treated at length. There is no employment



JOHN G. BECK,

Member Committee on Commercial Relations, N. A. R. D.

which prepares a man for efficiency as an organizer and an adjuster of disputes as to prices, etc., so that it requires a man possessing a number of unusual qualifications in addition to those commonly required to fill the post acceptably. Touching upon the need of able men for this department, the report continued:

When there is taken into account the high order of ability a successful organizer must have, there is very little doubt the delegates to this convention will agree with us, that it is cheaper in the long run to employ and retain only able men, and pay salaries proportionate to

their worth, than to employ poor men at a low price. We recognise now, and have known for a number of months past, that a serious mistake has been made in this department in employing cheap men because they could be employed at smaller salaries than the kind of men we really needed.

THE TREATMENT OF ORGANIZERS.

That the organizers are usually treated with consideration and courtesy by the trade throughout the country was acknowledged. Cutters had, as might be expected, shown less courtesy, the term "walking delegate" having been applied by this class to the organizers by way of derision. The report made mention of a cowardly assault upon an organizer who was engaged in the peaceful pursuit of his duty. The disgraceful occurrence was the more regretted because the State in which it occurred was famed for the generosity and bravery of its men, qualities conspicuous in the case under notice by their entire absence.

WHERE THE ORGANIZERS ARE WORKING.

Reporting on the present distribution of organizers, Dr. Noel stated that an organizer was working at the present time in each of the following States, viz.: New York, Pennsylvania, Maryland, West Virginia, Indiana, Illinois, Wisconsin, Kansas and California. Special efforts have been made during the year toward improving the conditions in the larger cities. Of the 38 cities in the Union with a population of 100,000 or more, organizers had visited or were stationed in 22 of them. Conditions had been greatly improved in a number of these cities as a result of the work of the department. Perhaps the greatest achievement during the year in the matter of effecting schedules had been in the city of Boston. Previous to the advent of the N. A. R. D. in that city the ruling price on a number of staple proprietaries had been 59 cents on the dollar. Since March 13, when a schedule went into effect in that city, the price on these proprietaries, numbering about 25, has been 67 cents. While this was not a high price, it should be viewed, the report said, from a comparative standpoint.

THE TROUBLE IN NEW YORK.

The difficulty of organizing New York City on account of the attitude of one of the leading department stores, which gives trading stamps to customers, was touched upon. The report recorded the inability of the department to organize New York. "We have tried in every way that suggested itself to solve this vexing problem, but as yet have made little headway. One of our representatives was stationed in New York for four months,



T. VOEGELI,

Member Executive Committee, N. A. R. D.

and has returned there several times during the last month. Whenever an opportunity to organize that city presents itself it will be eagerly seized upon."

THE TRADING STAMP QUESTION

was one which is giving the N. A. R. D. considerable trouble in other parts of the country besides New York City, and its objectionable features were pointed out in the following terms:

Ephemeral as a mode of advertising, insignificant as a business bringer, the influence of the trading stamp is demoralizing in the ex-

treme. It is also most difficult to uproot when it is once planted. The benefit it brings the agent is out of all proportion to the damage it is likely to do him, and in many communities the trading stamp and similar devices have been the direct cause of ruinous price cutting. It is a part of our routine work to warn all who are resorting to such methods as this, that they will have only themselves to blame if demoralized conditions result therefrom in their respective communities. All our influence is being directed toward killing the snakes of this breed whenever and wherever they show their heads. It is gratifying to report that we have induced a large number of dealers to discontinue this demoralizing practice.

DETAIL WORK IN THE CITIES

The report stated that detail work had been vigorously carried on during the year. In Philadelphia a representative had



JOHN I. STRAW,

Delegate to the N. A. R. D.

been working since April, the Philadelphia Association of Retail Druggists paying the N. A. R. D. \$75 a month toward the expense thus incurred, in addition to the dues of its members. In Chicago a similar effort had had been made for two months, the Chicago Retail Druggists' Association paying the N. A. R. D. \$75 a month toward the expense of maintaining a representative there.

The report closed with a plea for an increase in dues. As it costs nearly \$3 for each man visited, and the collecting is done by organizers, there is no source of income for the general work of the N. A. R. D. If, however, the dues are advanced to \$5 it would be possible to return \$2.50, or at least \$2, to the treasury for general association needs. While it might seem to some that \$5 a year was excessive, it was the experience of the organization department that the majority of those who were willing to pay anything were willing to pay \$5, or even more if necessary.

With Vice-President Hopp in the chair, Dr. Noel's report was received, and referred to the Committee on Resolutions.

Report of the Counsel of the Association.

The report of Joseph W. Errant, the counsel of the association, was submitted as follows:

LITIGATION IN CHICAGO.

"Under this head I have, in the first place, had full charge of litigation in Chicago, the cases in this city being those of Krone, Platt and Matthiessen. The last two cases are about ready to be dismissed by agreement. The Krone case still stands on demurrer. The attorneys for the plaintiff have never taken any steps to have the demurrer disposed of.

LITIGATION ELSEWHERE.

"I have endeavored to keep in touch with all the suits all over the country in which our people are directly interested, and I have furnished decisions, given my opinion, and rendered any other aid that could reasonably be expected. I have also endeavored to keep in touch with all litigation all over the country in which organizations like our own were concerned. The importance of doing this will at once be apparent to you, for the questions in which we are interested are in their forma-

tive period. We must be familiar with the constructive work which is being carried on by the courts of our country. In previous communications I have endeavored to present to you some of the work which is being done by our courts.

LEGISLATION.

"We have been vigilant during the past year in watching the field of legislation. Wherever hostile legislation threatened we have stirred up our forces. A most notable illustration of what has been done in this direction is our work in connection with hostile legislation presented to the Wisconsin legislature. A bill was presented to the Wisconsin legislature which proposed to fix the features which should make out a *prima facie* case for damages in case of combination or conspiracy. The legislation was aimed straight at us, confessedly so. I appeared with you and our delegation before Governor La Follette and presented our case. I also represented our cause before the Judiciary Committee. We not only stirred up our own forces, but also organizations in other lines of business. The result was not only the defeat of the proposed bill, but the formation in Wisconsin of a league of various organizations for concerted action in the future.

"It may not be amiss to point out here, and I base this statement on good authority, that during the sessions of the



RUDOLPH S. VITT,
Treasurer N. A. R. D.

various State Legislatures this past winter only four States passed laws in regard to combinations. Texas, of course, had a revised measure. In two of the three other States the legislation adopted was of very little moment. The significance of this cessation of hostile legislation in relation to combinations and organizations probably lies in the fact that there is at the present time a tendency to watch developments. The fact is that we must accept the logic of modern tendencies, and I hope that our organization will take no small part in working out the commercial and industrial problems of our day.

THE WORK OF ATTORNEY AND COUNSELOR.

"As you well know, and you better than any one else, I have at all times from day to day, from week to week and from month to month advised with you and the other officials of the N. A. R. D. in regard to the hundred different problems which you encounter. In an organization of the magnitude of the N. A. R. D. and with its delicate and complex interests, it is necessary for your attorney and counselor to personally supervise the preparation of hundreds of communications which issue from your office. He must not only suggest the material to be presented, but also the form in which it shall be sent out. The weekly publication of Notes has added to my duties in this respect. But this is not all. If, as general council of the N. A. R. D., I have been helpful in shaping the general policies of our organization, it is because I have made it my constant endeavor to keep in close touch with all phases of our work.

CORRESPONDENCE.

"Letters have come to your office from members and allied organizations in various parts of the United States calling for

information or legal opinion on a multitude of interesting questions. These have been turned over to me for answer. My N. A. R. D. letter-press book gives some idea of the scope of this correspondence.

PRESENT LABORS.

"At the present time in addition to my other labors for the N. A. R. D., I have undertaken the task of preparing a bill for Congress, which will propose a most important amendment to the Patent laws. The legislation asked for will prevent the recurrence of such an outrage as the Phenacetine hold-up. The Executive Board, as you will remember, instructed me to submit such amendments to the N. A. R. D. constitution as I thought might be necessary. In addition I am also making a careful examination of the local by-laws of our organizations with the view of suggesting any amendments which may be needed. I have also just lately submitted to you in writing my conclusions on the subject of a Blanket Contract for proprietors.

OTHER WORK.

"There are also many other matters, such as looking after delinquent organizers, etc., which might be mentioned, but I believe that the above will be sufficient to indicate to you and the Executive Board the scope of my labors during the past year."

Rudolph S. Vitt, treasurer, then read his annual report, which summarized showed the following condition of the books of the treasurer:

Balance on hand September 15, 1902.....	\$220.56
Total amount received in dues.....	13,995.75
Total amount received in organization fees.....	7,587.75
Total amount of donations.....	15,769.74
Total receipts.....	\$37,523.80
Disbursements of vouchers 860, 861, 866 to 1,046 inclusive.....	35,841.11
Grand balance.....	\$1,682.69

The report was received and referred for consideration to the Committee on Audit.

President Smither resumed the chair, and called for the report of the Committee on Credentials. This was submitted, read by the chairman, Peter B. Moriarty, of Worcester, Mass. The committee had passed upon the credentials of 244 delegates entitled to seats in the convention from the following affiliated bodies:

Accredited Delegates.

- AMERICAN PHARMACEUTICAL ASSOCIATION.—William C. Anderson, Brooklyn, N. Y.; Frank C. Henry, Washington, D. C.; William Hauenstein, New York; F. C. Goddold, New Orleans, La.; Robt. M. Dadd, Milwaukee, Wis.
- ALABAMA.—Alabama Pharmaceutical Association: J. D. Sutton, Mobile; W. B. Bingham, Tuscaloosa; E. H. Cross, Gadsden. Greene-Tuscaloosa County Association: W. E. Bingham. Calhoun County Association: Dr. J. L. Wikie.
- CALIFORNIA.—San Francisco, Bay County Association: E. L. Baldwin.
- CONNECTICUT.—Connecticut Pharmaceutical Association: Chas. Fieleschner, John W. Lowe, John H. Levery, John K. Williams. Bridgeport Association: John H. Levery. New Haven Association: Chas. Fieleschner, John W. Lowe.
- DELAWARE.—Delaware Pharmaceutical Society: T. B. Cartmell. Wilmington Association: John M. Harvey, Jas. M. Griffin, Jas. Ferris Belt.
- DISTRICT OF COLUMBIA.—District of Columbia Association: Samuel L. Hilton, Lewis Flemer, P. Weller, W. S. Richardson, F. C. Henry, W. R. Hill.
- FLORIDA.—Ocala Association: H. C. Groves.
- GEORGIA.—Georgia Pharmaceutical Association: George D. Case.
- ILLINOIS.—Illinois Pharmaceutical Association: D. P. Seibert, I. M. Light, S. C. Yeomans, L. P. Larsen, W. G. Valentine, W. T. Klenze, W. W. Klore, F. N. Naylor, W. H. Gale. Chicago Association: W. H. Gale, Chas. H. Avery, Herman Fry, D. P. Seibert, I. W. Grubb, I. M. Light, W. Bodemann, S. C. Yeomans, John I. Straw, L. P. Larsen, E. S. Cooban, W. G. Valentine, W. T. Klenze, F. L. Naylor, W. W. Klore. Knox County Association: Geo. C. Lecher.
- INDIANA.—Indiana Pharmaceutical Association: Chas. Coonley, W. O. Cross. Marion County Association: F. E. Wolcott, I. N. Helms. Fort Wayne Association: Chas. F. Freese. St. Joseph Association: O. C. Bastian. Fountain County Association: J. P. Buckner. La Porte County Association: L. G. Kremer. Adams County Association: John A. Anderson. Lafayette Association: John J. Schultz.
- KANSAS.—Kansas Pharmaceutical Association: F. E. Holliday, J. W. Cookson, H. W. Mehl. Crawford County Association: Roy E. Berthoff. Kansas City Drug Club: W. M. Faderman.
- KENTUCKY.—Kentucky Pharmaceutical Association: Simon N. Jones, Alex. Hall. Kenton County Association: Ed. Fleck. Newport Association: Louis P. Holshauer.
- LOUISIANA.—Orleans Pharmaceutical Association: M. T. Breslin, F. C. Goddold, G. W. McDuff, J. E. Bays, John E. Scott.
- MAINE.—Maine Pharmaceutical Association: Alex. M. Robinson.
- MARYLAND.—Baltimore Association: John G. Beck, R. E. Lee William-son, Harry F. Lindeman, John B. Thomas, A. J. Corning, W. M. Fouch, O. C. Smith, D. R. Millard, W. E. Brown, A. C. Brickman.
- MASSACHUSETTS.—Massachusetts Pharmaceutical Association: Wm. J. Bullock, L. G. Heinritz. Amesbury Association: Harris Chadwell. Hampshire County Association: Chas. B. Kingsley. Holyoke Association: James J. Curran. Newton-Watertown Association: J. G. Kilburn. Waltham Association: Chester E. Sawyer. Worcester County Association: P. B. Moriarty, T. A. Brennan. Boston Auxiliary: Geo. W. Cobb. East Middlesex Association: C. A. Charles.
- MICHIGAN.—Michigan Pharmaceutical Association: A. H. Weber. Detroit and Wayne County Association: Chas. F. Mann, M. E. Keys.

MINNESOTA.—Minnesota Pharmaceutical Association: Stewart Gamble, A. J. Eckstein, A. J. Schumacher. St. Paul Association: A. J. Schumacher. Minneapolis Association: Thos. Voegell, Chas. H. Huhn, Henry Rauch.

MISSOURI.—Missouri Pharmaceutical Association: Theo. Hagenow, G. E. Zinn. Greene County Association: R. H. Swinney, J. L. Ormsbee. Jasper County Association: C. L. Wright, Ed. Price, V. D. Gorham. Kansas City Drug Club: Chas. E. Zinn, W. M. Feddermann. St. Louis Association: Louis Grieve, W. E. Berryman, Theo. Hagenow, H. Friedewald, C. J. Koch, R. S. Vitt. St. Louis Clinchona Club: Chas. Renner, Ed. Wolf.

NORTH CAROLINA.—North Carolina Pharmaceutical Association: T. R. Hood, P. W. Vaughan.

NEW JERSEY.—Jersey City Association: John C. Gallagher. Burlington County Association: Edgar R. Sparks. Mercer County Association: Geo. T. Fitzgerald.

NEW YORK.—New York State Pharmaceutical Association: Wm. Muir, Wm. C. Anderson, Felix Hirsman, Thomas Stoddard, R. K. Smither. Broome County Association: E. C. McKallor. New York Retail Druggists Association: Jos. Weinstein. Erie County Association: J. Lockie, S. A. Grove, Oscar Rydstrom. Chemung County Association: J. P. Kelly. Rochester Association: H. B. Guilford. Syracuse Association: Geo. E. Thorpe, L. E. Farrington.

OHIO.—Ohio Pharmaceutical Association: Lewis C. Hopp, John Byrne, M. A. Burkhardt, Emil Zorn, J. H. Vonstein, F. B. Stevens. Northern Ohio Association: L. C. Hopp, Philip Lehr. Ohio Valley Association: Frank H. Freericks, Ed. Voss, Jr., John H. Linnemann, J. F. Kutchbauch, Carl Platt. Marion County Association: Lewis H. Flocken. Dayton Association: M. A. Burkhardt, J. G. Spengler. Columbus Association: John Byrne, T. C. Haney, A. O. Bonnett. Hamilton Association: Wm. Howe. Allen County Association: H. F. Vorkamp. Akron Association: L. R. Thomas.

PENNSYLVANIA.—Pennsylvania Pharmaceutical Association: Wm. McIntyre, Jacob Eppstein, H. L. Stiles, E. E. Heck, D. J. Thomas, Jesse B. Duble, J. A. Ferguson, R. H. Lackey. Beaver County Association: Wm. T. Gordan. Bucks County Association: C. R. Middleton. Berks County Association: Jacob H. Stein, Geo. L. Dengler. Luzerne County Association: Theo. E. Myers. Lehigh Valley Association: Chas. B. Shoemaker. Lackawanna County Association: D. J. Thomas. Delaware Valley Association: Chas. M. Mauch. Armstrong Association: W. J. Sturgeon. Lancaster County Association: Wm. O. Fralley. Elmer W. Garber. Lebanon County Association: Chas. E. Roger. Philadelphia Association: Chas. Kehfuss, Thomas H. Potts, David J. Reese, Samuel W. Strunk, Chas. Leedom, Wm. H. Sutton, Otto Krauss, Wm. B. Bell, Carl W. Shull, Warren H. Poley, John L. Burg, N. F. Welsner, A. J. Frankburger, H. A. Nolte, Samuel C. Henry, A. T. Pollard, H. L. Stiles, H. J. Siegfried, John N. Long, Richard H. Lackey. Lawrence County Association: Geo. W. Clutton. Cambria County Association: D. T. Ketrang. McKeesport Association: B. E. Pritchard. Lycoming County Association: L. L. Walton. York County Association: E. C. Lefean. Western Pennsylvania Association: Chas. A. Spang, W. J. Forrest, J. M. Hollander, F. D. Troth, Louis Emanuel, H. J. Siegfried, P. P. Knapp, Wm. Dice, L. B. Hughes, B. E. Pritchard. Clearfield County Association: Chas. A. Schrumm.

RHODE ISLAND.—Providence Association: R. M. Soper.

TENNESSEE.—Tennessee State Druggist Association: N. E. F. Trolinger. Montgomery County Association: B. H. Owen. Nashville and Davidson County Association: David J. Kuhn, A. B. Rains.

WEST VIRGINIA.—Wheeling Association: W. C. Gordon. Berkley County Association: M. A. Snodgrass.

WISCONSIN.—Wisconsin Pharmaceutical Association: Robt. M. Dadd. Dane County Association: Edward Williams. Milwaukee Association: A. E. Mieding.

The president called for the preliminary report of the Committee on Form of Organization, and W. C. Gordon, chairman of the committee, presented the report of that committee, which, upon motion, was received and referred to the Committee on Resolutions.

COMMITTEES ON RESOLUTIONS AND NOMINATIONS.

Next on the agenda being the selection of committees on resolutions and nominations, the roll of States was called, and the delegates announced their selections for those committees, as follows:

State.	Resolutions.	Nominations.
Alabama	J. L. Winkle	J. D. Sutton.
California	E. L. Baldwin	E. L. Baldwin.
Connecticut	J. K. Williams	J. K. Levery.
Delaware	J. M. Harvey	T. B. Cartmell.
District of Columbia	K. C. Henry	Louis Flemer.
Florida	H. C. Groves	H. C. Groves.
Georgia	Geo. D. Case	Geo. D. Case.
Illinois	Walter L. Gale	Walter H. Gale.
Indiana	J. Schulz	J. P. Buckner.
Iowa	E. B. Tainter	E. B. Tainter.
Kansas	F. E. Holliday	F. E. Holliday.
Kentucky	E. A. Willenbrink	E. A. Willenbrink.
Louisiana	F. C. Godbold	Geo. McDuff.
Maine	Alex. M. Robinson	Alex. M. Robinson.
Maryland	John G. Beck	E. R. Millard.
Massachusetts	J. J. Curran	G. W. Cobb.
Michigan	A. H. Weber	Chas. F. Mann.
Minnesota	Thos. Voegell	Chas. H. Huhn.
Missouri	C. L. Wright	Chas. Renner.
New Jersey	Geo. T. Fitz George	J. C. Gallagher.
New York	Geo. E. Thorpe	J. A. Lockie.
North Carolina	T. R. Good	P. W. Vaughan.
Ohio	Frank H. Freericks	John H. VonSteyn
Pennsylvania	W. O. Fralley	H. J. Siegfried.
Rhode Island	R. M. Soper	R. M. Soper.
Tennessee	B. H. Owen	A. E. Rains.
West Virginia	W. C. Gordon	W. C. Gordon.
Wisconsin	A. E. Mieding	R. M. Dadd.

Only routine business was transacted before the meeting adjourned until Wednesday morning at 9.30 o'clock.

Fourth Session, Wednesday Morning.

The session was opened promptly on time by President Smither, who called for the regular order of business.

The report of the Committee on National Legislation was read by Chairman John C. Gallagher, of that committee.

Report on National Legislation.

The report opened with an account of the movement to secure a reduction of the internal revenue tax on alcohol. Petitions and memorials had been sent by thousands of manufacturers in the various alcohol using industries to their Senators and Representatives, and the principal trade organizations had also been brought to bear on Congress in favor of a lower tax rate. More than forty thousand petitions had been sent by the N. A. R. D. to the retail druggists in all parts of the country, these being subsequently signed and forwarded to Washington. A bill would be introduced at the coming session of Congress, providing for a lower tax, which the committee said should receive the hearty support of the retail druggists of the country.

OPPOSED TO ABOLITION OF TAX.

The committee earnestly opposed the entire abolition of the tax on alcohol used in the arts and in the preparation of medicinal articles, as is proposed in a bill likely to be introduced at the next session of Congress. The Government would find it



CHARLES H. HUHN.

Member Committee on National Legislation, N. A. R. D.

necessary in order to safeguard the public revenues to accompany a free alcohol law with such regulations that small users of alcohol could not comply with them. The committee in its report accordingly recommended the association to continue its efforts for a reduction in the tax, but to oppose tax-free alcohol used in the preparation of medicinal articles and in the arts.

The report gave a qualified indorsement to the Lovering Drawback Bill, the passage of which would enable American manufacturers of chemicals, pharmaceuticals and other articles in the manufacture of which alcohol now enters, by enabling them to compete with foreign manufacturers in the sale of manufactured goods.

Mention was made in the report of the passage at the preceding session of Congress of H. R. 17,085, a bill to amend the patent laws, the principal object of which was to facilitate and assist foreign inventors to obtain patents in the United States.

It was recommended in the report to merge the work of the Committee on Trade-Marks and Patents with that of the Committee on National Legislation, to form one committee.

A strong plea was embodied in the report for the collection of a fund to start a propaganda for the revision of existing patent laws.

The following is a summary of the recommendations contained in the report of the Committee on National Legislation:

1. That the N. A. R. D. continue the work for the reduction of the internal revenue tax on alcohol from \$1.10 a proof gallon to 70 cents, but that it shall oppose tax free alcohol for use in the preparation of medicinal articles, and in the arts.
2. That a fund be created for the expense of passing an amendment to our patent laws.

3. That a representative be procured at Washington to keep us informed on national legislation affecting our interests.

4. That a bill be prepared and presented at the next session of Congress amending our patent laws. The aim of this bill should be (a) that no patent be granted on any drug, medicine or medicinal chemical; (b) that no patent on the product be granted, only on the process.

5. That the attitude of this convention be expressed with regard to national pure drug legislation.

6. That the committees on national legislation and on trade-marks and patents be combined and made one standing committee.

The report was received and referred to the Committee on Resolutions.

A Bill to Amend the Patent Laws.

E. B. Tainter, chairman of the Committee on Trade-Marks and Patents, presented the report of that committee, which consisted of the text of a bill which the committee desired to have passed by the next Congress. The object of the bill was stated to be to change the present patent laws so that hereafter medicinal substances might not be patented. The text of the proposed bill follows:

An act amending the patent laws of the United States.
Be it enacted by the Senate and the House of Representatives of the United States of America: That section 4886 of the Revised Statutes, as amended by act of Congress, approved March 3, 1897, be, and the same is hereby amended, by adding thereto the following



E. B. TAINTER,

Chairman Committee on Trade-Marks and Patents, N. A. R. D.

sentence: But no patent shall be granted upon any medicinal preparation, chemically or otherwise produced, as an article of manufacture. So that the section, as amended, shall read as follows:

Any person who has invented or discovered any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvement thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceedings had, obtain a patent therefor, but no patent shall be granted upon any medicinal preparation, chemically or otherwise produced, as an article of manufacture.

Sec. 11. That this law shall take effect and section 1, amending section 4886 of Revised Statutes, as amended by act of Congress, approved March 3, 1897, and shall not apply to any patent granted prior to said date, nor to any application filed prior to said date, nor to any patent granted on such application.

The report took the usual course, being referred under the rules for consideration by the Committee on Resolutions.

The report of the Committee on Commercial Relations was then called for, and T. B. Cartmell, chairman, responded.

Report of Commercial Interests Committee.

The Committee on Commercial Interests reported through Chairman T. B. Cartmell. After acknowledging the effective work done by the executive committee during the year, and referring to the masterly manner in which Secretary Wooten had presented N. A. R. D. matters at the joint meeting of the Proprietary Association of America and the National Wholesale Druggists' Association at Boston, the hope was expressed that the executive committee would thoroughly investigate the needs of the secretary's office, and authorize Mr. Wooten to employ

necessary assistance to relieve him of much minor detail work, and thus enable him to devote more of his time to the more important executive duties of his office.

RECOMMENDATIONS.

The report consisted essentially of a series of recommendations, as follows:

N. A. R. D. NOTES.

(1) We recommend that a subscription to "N. A. R. D. Notes" be allowed to each member and the dues for this year be fixed at \$2.50, to cover the cost of the same.

"BUYING CLUBS."

(2) We do not encourage or recommend the formation of "buying clubs," but as much controversy has arisen and apparent difference of opinion exists as to what constitutes a buying club, . . . we maintain that a company legally incorporated, and after a proper investigation by the Executive Committee found to be properly capitalized and doing a legitimate business, cannot be considered a buying club and should be recognized by the Executive Committee and placed upon the jobbing list, regardless of any consideration whatever as to who may be the individual owners of the stock; and submit this, our opinion, as a recommendation.

REVISION OF THE JOBBING LIST.

(3) It is universally admitted that the jobbers' list as originally promulgated has lacked proper classification. We believe the same should be revised or systematized, and recommend that it be done in the following manner:

All recognized jobbers doing a strictly wholesale jobbing or distributing business shall be designated as Class A.

All recognized jobbers conducting a wholesale and retail business shall be designated as Class B.

REDUCTION OF THE TAX ON ALCOHOL.

(4) We urge that our members continue the persistent agitation already begun toward reducing the tax on alcohol, as the success of this movement depends largely on diligent individual efforts with our respective Congressmen.

We urge the Executive Committee to insist on closer observance of Resolution C, passed last year at Cleveland, believing it a strong bulwark in protecting legitimate retailers' interests.

THE CONTRACT PLAN.

(5) We are elated at the gratifying results produced by the contract and serial numbering plan, even though at present adopted by only one proprietor. It is unquestionably the missing link to the paramount success of the tripartite agreement. We cannot conceive how proprietors, knowing the vital importance to retail druggists of this feature, can ignore their sentiments by refusing to adopt it. In view of these facts we recommend that proper resolutions be formulated by a special committee to be appointed by the chair and passed by the association and a copy of same be forwarded to all proprietors.

DUTIES OF THE COMMITTEE.

(6) As the duties of this committee are not defined in our Constitution or By-Laws, we beg to say in conclusion that the above report represents our construction of duties implied by its name, and recommend for benefit of future committees that the duties be specifically defined.

The report was received and referred to the Committee on Resolutions.

THE ATTENDANCE.

During a lull in the proceedings, and while the convention awaited the arrival of the report of the Committee on Resolutions, Chairman Charles F. Mann, of the Committee on Transportation, submitted his report, the substance of which was that the committee had succeeded in obtaining the concession of a flat rate of fare and a third from all the passenger associations in the United States, for the first time in the history of the association: that 227 certificates had been turned in to the committee, while 371 delegates and visitors had signed the register.

BOOKS OF THE TREASURER.

Chairman Wymond H. Bradbury reported having examined the books of the treasurer, and finding the balance of \$1,682.69 correct as stated. The committee congratulated the association upon the possession of so efficient a treasurer, and recommended that in future he be paid a salary commensurate with the work transacted.

In moving the adoption of the report, W. C. Anderson said he understood it was the intention of the report that the amount of salary be left to the judgment of the Executive Committee. He said the Executive Committee should be authorized to allow a small salary.

President Smither read a communication which he had received from Wilhelm Bodemann, of Chicago, regretting his inability to be present at the Washington convention, and Mr. Anderson moved that the secretary be instructed to reply to this letter, expressing the regrets of the convention at the absence of Mr. Bodemann, and assuring the latter that in the recent attacks upon his character if he stood in need of the support of the N. A. R. D. he could readily have it.

A. H. BEARDSLEY ADDRESSES THE CONVENTION.

While awaiting the return of the messenger sent to the Committee on Resolutions the chair called upon A. H. Beardsley, of the Dr. Miles Medical Company, to address the association. Mr. Beardsley was received with cheers and the utmost enthusiasm, and spoke in part as follows:

Mr. President and members of the N. A. R. D. It gives me pleasure to bring to you the thanks of the Dr. Miles Medical Company for the hearty support that you have given us in this task of introducing and maintaining a contract with the serial number plan in the marketing of our goods. We wish to thank not only the N. A. R. D. Association at large, but also its able officers, Mr. Smither, Mr. Wooten, and the Executive Committee, for the hearty, able and earnest support which they have given us in this great work. We have had a lot of hard work and expense, but, gentlemen, we believe we have practically won. There are a few places where our goods are cut in a small way, where the cutter goes out and picks them up at full price and sells them at a cut price, but we are gradually gaining.

SUITS AGAINST VIOLATORS.

We have started several suits and have two decrees. One was against a gentleman in Cincinnati, where we have a permanent injunction against him; and we were very glad indeed to hear from our attorney yesterday regarding a suit which we had in the United States Court in Chicago against a cutter at Sterling, Ill. This is a very peculiar suit. This department store man had a small dealer in the vicinity of Sterling sign one of our contracts, and under cover of that contract he obtained from a jobber a large quantity of our goods which he displayed in his window and advertised very freely, very much to the annoyance of the druggists in Sterling.

We took up the matter immediately and by our serial numbers were able to trace the goods. We could not get the exact evidence that we wanted, although we traced the goods absolutely in their course, and we finally commenced suit against the dealer in Sterling for the corruption of one of our agents. We have a telegram dated yesterday from our lawyers in Chicago, which reads as follows:

"We have a perpetual injunction against Ahrens and he has signed



T. B. CARTMELL.

Chairman Committee on Commercial Relations, N. A. R. D.

Doctor Miles' retail contract and is so badly scared that he will never sign again."

That is a very broad decision and it is difficult to tell how much scope it really does cover, but it establishes the precedent that your agents or our agents cannot be corrupted without a corrupter being brought to time.

The report of the Committee on Pharmacy Laws was then read by Chairman Louis Emanuel, of that committee.

Report of the Committee on Pharmacy Laws.

The report of the Committee on Pharmacy Laws was submitted by the chairman, Louis Emanuel, of Pittsburgh, who stated that considerable activity in legislation more or less vitally affecting pharmacy had been noted, especially in New York, Pennsylvania, Georgia and Illinois. New York druggists were to be congratulated upon the success of their efforts in securing a veto from Governor Odell of the Bostwick bill. In Pennsylvania, Georgia and Illinois anti-cocaine laws had been enacted. These laws prohibit the sale of cocaine without a physician's prescription and prohibit the renewal of prescriptions.

Mr. Emanuel said it was unfortunate that the various anti-cocaine laws did not carry with them an appropriation for their proper enforcement. He said the committee did not favor the enactment of laws which restricted or encroached upon any of the druggist's prerogatives, especially when no funds were provided for the proper enforcement of such laws, for under such circumstances it is everybody's business to see that the laws are enforced, and it was well known that what was everybody's business became in the end nobody's business, such laws being more honored in the breach than in the observance.

As an illustration the report cited the conditions in Penn-

sylvania, where after the anti-cocaine law went into effect a number of physicians began supplying cocaine to those who could not obtain it from druggists, and as the law did not provide funds or designate who should enforce it, the doctors reaped the plunder of the so-called pharmaceutical highwaymen. "While your committee does not champion the indiscriminate sale of narcotics, heart stimulants, hypnotics, etc.," the report continued, "it would advise this association to take no active part in matters of this nature, leaving the task of correcting the evil in the hands of its 'older sister.' It would be pertinent, however, to know just at whose door the origin of the drug habit evil lies—at the doctor's or the druggist's?"

The committee recommended the following changes in the laws governing the practice of pharmacy in various States, to wit:

- (1) Abolish examinations by boards of pharmacy.
- (2) Enact laws requiring an annual license for the locality and for the individual.
- (3) Enact laws requiring that all applicants for license to open a retail drug store must be at least twenty-one years of age, have had at least six years' experience, and be a graduate of a college whose curriculum provides for a three years' course of instruction in pharmacy, materia medica, chemistry and their collateral branches. Each course to consist of at least six months of a calendar year and including at least five hundred and twenty-five hours of instruction, not less than one-fourth of which shall be practical laboratory work.
- (4) Enact laws providing that the title of druggist, pharmacist or apothecary shall be used only by those who are graduates of a college of pharmacy whose curriculum, etc.
- (5) Enact laws establishing first assistant pharmacists, who shall have at least four years' experience and attended at least two terms at a college of pharmacy whose curriculum, etc.
- (6) Enact laws establishing second assistant pharmacists, who shall have at least two years' experience and attended one course at a college of pharmacy whose curriculum, etc.

In conclusion the committee said that the present should pave the way for the future, and that the licensing of the location and the individual was the proper thing to do in order to control injurious competition. At first sight this matter might appear to interfere with the transfer or sale of a drug store, but the committee were of the opinion that the benefits derived from the change would largely outweigh any of the difficulties.

The report took the usual course, being received and referred to the Committee on Resolutions.

PROFESSOR ANDERSON VOICES THE APPRECIATION OF THE CONVENTION.

President Smither said he considered that the excellent work which the Dr. Miles Medical Company had done for the retail drug trade of the country should not be passed without some formal recognition, and he called upon Professor Anderson, of Brooklyn, to speak for the association. Professor Anderson said he hardly knew what words he could add to the grand reception given by the delegates to impress Mr. Beardsley and the Miles Medical Company with the thorough appreciation that the National Association of Retail Druggists had for the great work that they had accomplished. It might not be out of place, he said, to refer to the formation of the N. A. R. D., when men from all sections of the country came together with one idea to better the financial condition of the retail drug trade. They were all at sea as to what plans to adopt to accomplish this result. Every one realized that it was a gigantic task. Every one realized how many difficulties would have to be overcome, but after careful consideration, a plan which all believed at that time, would give relief was adopted. Continuing, he said:

"The retailers of this country have supported that plan, but it was found by experience that it was not sufficient; that there were weaknesses that could not be overcome. Consequently the N. A. R. D. had to look for something different. The contract idea appearing to many, it became an important factor in the plans of the N. A. R. D., and nearly every one in this body appreciated the fact that the contract plan was the one plan to save the retailer from the cut rate evil.

"The contract plan means much to the Miles Medicine Company, but it means far more to the retailers of this country, because the Miles Medicine Company could live and exist without such a plan. They could go on and sell their goods—perhaps not make so much profit—but they could continue in business without it. But I tell you it is a serious question in this land to-day as to whether many of our friends of the retail trade can live and exist without some contract plan to protect their interests. Therefore, I want to say now to the retailers represented here that they should carry home to their constituents the greatest praise for the one firm that took upon their shoulders the great task of making it possible for this organization to gain its ends. I want to say that the retail trade of this country now has the opportunity to show whether they will or will not stand by the proprietors who stand by them. Every one should use his most earnest endeavors to see that every proprietor—not only the Miles people—but every

proprietor who shall hereafter accept this plan shall receive our hearty support in every way."

INVITATIONS TO MEET NEXT YEAR IN THE WORLD'S FAIR CITY.

The secretary read letters from the Louisiana Purchase Exposition, D. R. Francis, president; from the city of St. Louis, by its Mayor, Rolla Wells, and from the Business Men's League of St. Louis, by C. P. Walbridge, president, inviting the association to meet in St. Louis in 1904, and these being received, T. F. Hagenow, of St. Louis, offered the following resolution:

Whereas, The World's Fair, commemorating the Louisiana purchase, will take place in St. Louis in 1904, and as this will be the most magnificent general exposition ever held, attracting all citizens who are interested in the progress and development of our glorious country, and as all druggists will be glad of the opportunity to visit the exposition under the auspices of the N. A. R. D., be it

Resolved, That the Executive Committee of the N. A. R. D. are hereby urged to favor the city of St. Louis as a place of meeting for the association in 1904, and to name St. Louis for this purpose, if consistent with the policy and the welfare of the association.

The resolution was adopted by a unanimous vote, after a speech by Rudolph S. Vitt in favor of the motion.

A WORD FROM THE TRAVELING MAN.

The convention was favored with a talk from a representative of the Travelers' Protective Association while awaiting the arrival of Mr. Errant, who was expected to be present during the discussion of the report of the Committee on Form of Organization. The speaker was W. Edgar Jenkins, of the traveling staff of Schieffelin & Co. He returned thanks for the courtesies extended to the members of the Protective Association at the previous sitting in granting them the privilege of the floor, and assured the convention that the traveling men were in hearty sympathy with the movement for the regulation of prices.

J. B. Duple, of Williamsport, Pa., responded for the association and expressed the pleasure it afforded him to welcome the traveling man as an ally and friend of the retail druggist.

The general counsel, Mr. Errant, having reached the hall, the convention resumed consideration of the report of the Committee on Form of Organization, which was read in full by the secretary.

Wm. Muir, of Brooklyn, moved that the proposed changes in the constitution and bylaws be taken up and acted upon *seriatim*.

After a lengthy discussion and the adoption of various amendments offered from the floor, the report as a whole was formally adopted.

The session was then adjourned.

Fifth Session, Thursday Morning:

At the morning session on Thursday the proceedings were opened with the reading of communications by the secretary, and a supplemental report by P. B. Moriarty, chairman of the Committee on Credentials.

Secretary Wooten called attention to a change in the by-laws, asked for by the Committee on Organization, which he thought would be better if left in the original form. It related to the eighth by-law, where provision was made for the reference of reports of all standing committees to the Committee on Resolutions. Mr. Wooten moved that the reports of the committees on Audit and Transportation be excepted from the rule. The necessity for the change was explained by President Smither, and the motion being put to a vote was carried unanimously.

Officers Elected.

The Committee on Nominations reported through Walter H. Gale, chairman, the following nominations for officers:

For President: B. E. PRITCHARD, McKeesport, Pa.

For First Vice-President: ED. WOLFF, St. Louis, Mo.

For Second Vice-President: SAMUEL L. HILTON, Washington, D. C.

For Third Vice-President: E. B. TAINTER, Carroll, Ia.

For Secretary: T. V. WOOTEN, Chicago, Ill.

For Treasurer: CHAS. F. MANN, Detroit, Mich.

Executive Committee: T. Voegell, Minneapolis; C. Rehfuess, Philadelphia; L. G. Heinritz, Holyoke, Mass.; R. K. Smither, Buffalo, N. Y.; S. N. Jones, Louisville, Ky.; M. T. Breslin, New Orleans, La.

ELECTED BY ACCLAMATION.

Charles Fleischner, of New Haven, moved that the convention proceed to the election of officers, and this being adopted, he further moved that Wm. C. Anderson, of Brooklyn, be authorized to cast the vote of the association for the officers nominated, which was done and the list as named formally declared elected.

The regular order of business was then taken up and the

preliminary report of the Committee on Resolutions was presented for action.

A protracted discussion of the various resolutions then ensued. A number of the resolutions were adopted without debate, but controversy followed the reading of the others, particularly that one bearing upon the direct contract plan, which, however, was not reached in order until the time had arrived when a recess had to be taken to permit the delegates to attend a reception at the White House granted by President Roosevelt to all in attendance upon the convention.

When the session reconvened at 1.30 p.m. the report of the Committee on Conference with the Proprietors and Jobbers was immediately presented for discussion, and, after a lengthy argument by Frank H. Freerichs, was referred for consideration and report to the Committee on Resolutions. This committee reported back the following amended form of the resolution originally introduced, which was finally adopted:

Special Resolution on Direct Contract Plan.

Whereas, The N. A. R. D., at its last annual convention, declared itself in favor of the direct contract and serial numbering plan for marketing proprietaries; and

Whereas, We are convinced that this plan has proven to be one by which the objects to be accomplished can be successfully carried out; therefore be it

Resolved, That this convention reaffirms the position of the N. A. R. D. in favor of the direct contract and serial numbering plan.

Resolved, That we commend the example of such proprietors as



CHARLES FLEISCHNER,
Delegate to the N. A. R. D.

have already put this plan into effect, that we earnestly urge all proprietors who are sincerely interested in the cause of the retailer to adopt the same, and that the Executive Committee again call upon the individual proprietors to adopt the direct contract and serial numbering plan.

Resolved, That we declare our unshaken faith as to the result of demonstration in the power of this plan to alone give us that relief which we are seeking, and we believe that it should be made the basis of the tripartite plan.

Resolved, Further, That in deference to what we believe to be a sincere request on the part of a large number of proprietors (as evidenced by their communication submitted to the Conference Committee), that they be allowed to try certain other plans of their own, we do hereby give expression to our earnest desire that said proprietors may have full opportunity to try their plans.

Resolutions of the Convention.

The text of the remainder of the resolutions adopted by the convention to govern the association during the years is as follows:

I.—ALCOHOL TAX REDUCTION.

Resolved, That the National Association of Retail Druggists, in convention assembled, at Washington, D. C., October, 1903, urgently favors a reduction in the tax on alcohol to 70 cents a proof gallon, as a measure that will greatly benefit small users of alcohol, and the public generally.

Resolved, That we do not favor tax free grain alcohol for use in the arts and for medicinal purposes, believing that in order to safeguard the revenues of the Government it would be necessary, under such a provision, to enforce regulations that small users of alcohol could not possibly comply with, and that the measure would prove a specimen of class legislation by benefiting a few at the expense of the many.

Resolved, That copies of this resolution be forwarded to the chairman of the Finance Committee of the United States Senate, to the

chairman of the Ways and Means Committee of the House of Representatives, and to the Secretary of the Treasury.

Resolved, That the executive officers of this association, together with the Committee on National Legislation, be instructed to use every effort to secure the aforesaid reduction of the tax on alcohol, and that the individual members of the N. A. R. D. be strongly urged to further this result by personal interviews with their Representatives and Senators.

II.—PATENT LAW REVISION.

Resolved, That we reaffirm our demand that the patent and trademark laws of the United States be revised in the interest of equity and justice and that our Committee on National Legislation is instructed to prepare and present at the next session of Congress a bill amending our patent laws; the aim of this bill should be (a) that no patent be granted on any drug, medicine or medicinal chemical; (b) that no patent on the product be granted, only on the process.

Resolved, That the form of a bill amending the patent and trademark laws submitted by the Committee on Trade-Marks and Patents is recommended to the Committee on National Legislation as the basis for such law.

III.—WHOLESALE DISTRIBUTERS.

Resolved, That we reaffirm it as the sense of this association that all regularly incorporated, properly capitalized organizations of retail druggists who are conducting a legitimate wholesale drug business shall be recognized as wholesale distributors, and the Executive Committee is directed to use its best efforts to that end.

IV.—WHOLESALE DISTRIBUTERS CLASSIFIED.

Whereas, It is admitted that the list of wholesale drug distributors as originally promulgated lacked proper classification; therefore be it

Resolved, That we recommend that the Executive Committee be di-



GEORGE D. CASE,

Delegate to the N. A. R. D.

rected to use their efforts to revise said list in the following manner: All recognized jobbers doing a strictly wholesale jobbing or distributing business shall be designated as Class A. All recognized jobbers conducting a wholesale and retail business shall be designated as Class B.

V.—WHOLESALE GROCERS.

Resolved, That it is the sense of this body that wholesalers loyal to the interests of the non-cutting trade shall not supply proprietary goods to brokers or wholesale grocers, except application be made on a blank which shall disclose the name of the retailer to whom goods are shipped.

Resolved, Further, That manufacturers should discourage in all practical ways the distribution of their products through jobbing and retail channels outside of the drug trade, thereby cementing and strengthening the bond of friendship which unites manufacturers with wholesale and retail druggists.

VI.—NEW PROPRIETARIES.

Whereas, The cutting of the price of proprietary medicines is prevalent; and

Whereas, It is to the interest of all retail druggists to promote conditions which will not permit such cutting; therefore be it

Resolved, That the retail drug trade express itself as opposed to any new proprietary preparations the retail price of which has not been protected by a satisfactory price protective plan.

VII.—MANUFACTURERS' SALES TO PHYSICIANS.

Resolved, That it is the sense of this convention that those pharmaceutical manufacturers who rely upon the druggist for the distribution of their products, co-operating with him in building up the mutual interests of the manufacturer and retailer, are worthy of the aggressive friendship and loyal support of the retail drug trade.

Resolved, That the association hereby takes official cognizance of the existence of a number of manufacturing pharmaceutical houses who cater especially and directly to the physicians, whose business is wholly or principally made up of direct sales to doctors, and whose policy is therefore clearly incompatible with, and hostile to, the welfare of the retail druggist.

Resolved, That the retailer who deals with such pharmaceutical houses is blind to his own interests.

Resolved, That all manufacturing pharmacists, with special reference to those loyally supporting the N. A. R. D. under Resolution C adopted at Cleveland, be asked and urged to abstain as far as possible from direct selling to dispensing physicians beyond what is required by the pressing emergencies of medical practice.

VIII.—TRADING STAMPS.

Whereas, We believe the use of trading stamps is detrimental to our best interests, be it

Resolved, That we favor the enactment of anti-trading stamp laws in the various States, and our executive officers are instructed to co-operate with local associations in the passage of such laws.

IX.—PHARMACEUTICAL MANUFACTURERS.

Resolved, That we commend those manufacturers of chemicals, pharmaceuticals and like products handled by the retail drug trade who have expressed their desire to withhold their goods from persons selling them at ruinous prices; and we instruct the executive officers of this association to promote as far as may be practicable any proposition by any manufacturer of such products intended to prevent the sale of the products of such manufacturer at such ruinous cut prices.

Resolved, That we commend to the consideration of such manufacturers the merit of a direct contract with retail distributors.

X.—EXECUTIVE COMMITTEE WORK.

Resolved, That the Executive Committee is authorized to continue the work of organization of the retail drug trade as aggressively and extensively as the finances of the association, in their judgment, shall justify.

Resolved, That the Executive Committee is authorized to employ a legal adviser for the association, if the financial condition of the organization permits them to do so.

Resolved, That the work of the Department of Publicity is hereby indorsed and commended, and that the N. A. R. D. Notes, the official publication of our association, issued under the direction of the department, shall be so enlarged and improved as to more fully meet the publicity requirements of our work, as our Executive Committee may deem advisable.

XI.—ADVERTISING.

Resolved, That we commend those manufacturers of proprietary medicines who have employed the means in their power to prevent the advertising of their medicines at cut prices, and recommend a similar policy on the part of other manufacturers.

Resolved, That preferential consideration be given to the goods of such proprietors as have inserted in their newspaper contracts a clause cancelling the contract if said papers accept cut rate advertisements from aggressive cutters on their manufactured goods.

XII.—FRAUDULENT IMITATIONS.

Whereas, This association has always taken a stand in opposition to the introduction of proprietary articles the promoters of which seek to gain trade by the use or simulation of well-known trade names which have been made valuable through the expenditure of much money and energy by the owners of the same; be it

Resolved, That we recommend to our members that they discourage all efforts to make sale of any article that is an infringement of a well-known proprietary.

THE CONFERENCE WITH THE PRESIDENT.

A complete account of the conference with President Roosevelt by Special Committee on Revision of the Patent Laws and of the reception of delegates by the President, together with news and notes of the side issues and entertainment features of the meeting, will be printed in our next issue.

ENTERTAINMENTS.

The delegates and visitors were the guests of the druggists of Washington on Wednesday, October 7, for an excursion to Mount Vernon, the home and last resting place of George Washington. Boarding the steamer "Macalester," at the foot of Seventh street, a delightful trip of about 18 miles was taken down the Potomac, the approach to Mount Vernon being heralded by the tolling of the ship's bell, a customary tribute to the memory of Washington. A very appetizing luncheon was served aboard the boat through the courtesy of the District of Columbia Retail Druggists' Association, and the Belle Mead sweets makers, of Belle Mead, N. J., added to the dessert with boxes of their famous candy products, which were distributed among the ladies of the party and greatly appreciated. Wm. R. Warner & Co., of Philadelphia, endeared themselves to the lady visitors by distributing pretty souvenir boxes of Fragrant Violet Cachous through their clever and accommodating representative, Percy B. Israel. Finally, the Welch Grape Juice Company supplied glasses of their famous grape juice with which to toast the druggists of Washington for the bountiful hospitality they had dispensed to the visiting delegates since their arrival in the Capitol City.

CO-OPERATIVE INSURANCE FOR RETAILERS.**German Apothecaries to Establish a Company—Details of the Plan—Enthusiastic Support Promised.**

EVERYTHING now points to a successful outcome of the movement started some time ago by the German Apothecaries' Society to establish a co-operative fire insurance company for druggists. At a meeting of the society on Thursday evening, October 1, Emil Roller, chairman of the special committee who have had the matter in charge, made a report which contained a definite plan for the company. This plan was indorsed by the society and recommended to the favorable consideration of sister organizations, and as soon as a few details are worked out and enough druggists subscribe to the undertaking the plan will be put into effect. The scheme, as outlined by Mr. Roller and approved by the society, is as follows:

To create a co-operative fire insurance company of members of the German Pharmaceutical Society alone, or with the aid of members of other pharmaceutical associations, on the system known as the Lloyd's plan:

To purchase the charter of a company organized prior to 1892, after said charter has been approved by the State Superintendent of Insurance and the Attorney-General, the purchase price being \$7,000;

To authorize the special committee to issue 1,000 treasury certificates at \$25 each to acquire such charter and also to create a reserve fund, these certificates to be neither assessable, marketable nor transferable;

To open subscriptions for said certificates on a date to be fixed, and to keep the subscription books open for 30 days;

Should all of the certificates not have been subscribed for at the expiration of that time, to allow members of other associations to subscribe for the balance.

After subscriptions have been closed and the charter purchased a suitable constitution will be drafted and submitted at a meeting of the subscribers for their approval; after which organization will be effected, officers elected, etc. The management of the company will probably be in the hands of a Board of Finance, and there will probably be a secretary and treasurer, although just what offices will be created will be determined when the subscribers organize.

Mr. Roller said it is the intention to start business with the premium at 50 cents per \$100, the amount of insurance to be limited to \$5,000 on any one risk. Some of the yearly earnings will be added to the reserve fund and the interest on the reserve fund will be utilized to reduce premiums, so that the rate may drop to 40 and possibly to 35 cents. It is the aim of the promoters of the scheme to have subscribers and those who insure in the company have the benefit of as low an insurance rate as possible.

When the plan is in operation it will be brought to the attention of medical societies, and if indorsed by them, and if there is manifested a desire on the part of physicians to participate in it, the latter will be invited to take advantage of the system.

After a great deal of trouble and perseverance the special committee concluded that the only way to form a mutual fire insurance company would be to procure a charter obtained prior to 1892—in other words, before the big fire insurance companies get legislation through in this State which makes it almost impossible for a number of individuals to get together and carry their own insurance. Such a charter was finally found. It is now in Albany for certification. The committee has a verbal option on the charter, but after the latter has been duly certified Mr. Roller expects to get a written option for 60 days.

Some druggists have wondered why the big companies have not purchased this charter. Mr. Roller explained that while the fire insurance companies are in a combine—the Fire Insurance Exchange—and are pledged to maintain rates, they are not united in money matters; that is to say, if such a charter were bought it would have to be purchased by some individual company or member of the exchange and not by the exchange

itself; and no single company cares to go to that expense and buy the charter for the benefit of the other members in the combine.

President Kleine of the Kings County Society, and President Kunkel of the Bushwick Society were present at the German Society meeting, and not only heartily indorsed the plan but asked that the members of their organizations be allowed to join. There are at least two similar insurance concerns now in successful operation—namely, the Druggists' Mutual Fire Insurance Company of South Dakota, and the Retail Druggists' Mutual Fire Insurance Company of Ohio. In reply to inquiries the secretaries of both of these wrote that their companies had been a pronounced success, and there was no doubt of like results in New York. In seven years the South Dakota company has resulted in a net saving to its members of \$32,634.52. The highest insurance carried there is \$1,500. Figured on this basis, Mr. Roller said that the proposed local co-operative system would save druggists here at least \$96,000 in the same length of time, and probably more than that, because out West, in country stores, paints, etc., are carried and the risks are greater than in New York, where the regulations governing the sale and storage of combustibles are more strict.

Albert Plaut, of Lehn & Fink, and a member of the Fire Insurance Committee of the National Wholesale Druggists' Association, was present at the meeting, and said the proposed plan was a splendid idea.

As a result of an investigation made by the German Society the following statistics were obtained as to fire insurance among druggists here, information having been obtained from 278 members:

Average length of insurance.....	17 years.
Total amount of insurance.....	\$1,400,000
Total loss.....	8,118
Total amount of premiums paid.....	106,400
Profit in 17 years on 278 policies.....	103,282
Yearly profit of companies.....	\$6,075.41

In Greater New York there are 2,837 retail drug stores. The profits of the insurance companies are even more strikingly shown in the accompanying computation. The computation is based on the \$1 rate for the next 17 years:

Total amount of insurance.....	\$9,200,800.00
Total loss.....	20,491.47
Total amount of premiums paid.....	1,564,136.00
Profit 17 years on 2,837 policies.....	1,543,645.53
Yearly profit.....	90,802.56

While the fire insurance companies reduced their rate some time ago under pressure brought upon them by the united action of the drug trade, many druggists have been unable to get that rate, and are still paying \$1. In Brooklyn and Long Island City many are paying no less than \$1.25, and from that to as high as \$1.60. Of the members of the German Society, 110 have already signified their willingness to subscribe if the plan is shown to be feasible and as reliable as the old companies.

MORE COCAINE LEGISLATION.**A Cocaine Bill Pending in the Louisiana Legislature—Local Legislation in Wheeling.**

Active steps are being taken in different parts of the country to regulate and restrict the sale of cocaine. The council Committee on Ordinances of Wheeling, W. Va., has instructed the city solicitor to draft an ordinance which is designed to suppress the cocaine evil, to which is attributed several suicides that occurred in the city this year. The measure, as amended by Dr. Plant, will prohibit the sale of cocaine, opium or any alkaloids containing 5 per cent. of these drugs by retail druggists, and wholesalers are to be restricted from selling to any persons other than retail druggists.

A bill is pending in the Louisiana Legislature which forbids the sale of any preparation of opium, morphine or cocaine that contains more than one-fourth grain of morphine, one-twentieth grain of opium, or one-half grain of cocaine, except upon a physician's prescription.

Similar action has been or is being taken in other States. An article relating to the sale of cocaine in Illinois will be found elsewhere in this issue.

The Manufacturing Chemists' Registration Bureau.

The following names have been registered in the Manufacturing Chemists' Registration Bureau, those starred having also been registered in the United States Patent Office:

*Bo-car-al.....	Sharp & Dohme.
*Eudora.....	Frederick Stearns & Co.
*Laxaromatic.....	Sharp & Dohme.
*Laxaromes.....	Sharp & Dohme.
Sedatole.....	Sharp & Dohme.

SCHOOL OPENS.

Colleges of pharmacy generally throughout the country opened last week. The Southern College of Pharmacy, at Atlanta, opened its doors to 30 young men and women from seven Southern States. The College of Medicine of Syracuse opened on Tuesday last with a good attendance. Several changes have been made in the faculty of the college. Dr. George A. Hanford and Dr. William A. Groat will have charge of the chemistry classes as well as those in physiological chemistry. Dr. W. Dewey Alsever will be instructor in physical diagnosis this year. The new men on the faculty are Dr. George Sidney Britten, Dr. Henry Burton Doust and Dr. Charles F. Wiley. They will have charge of the demonstrations in anatomy.

The second college year of the Rhode Island College of Pharmacy began last week. The old courses in the curriculum have been extended and amplified, one notable addition being that of a special course in bacteriology. This year also post-graduate courses have been established, giving an additional two years of study, making four years in all, at the completion of which the degrees of "Phar. D." and "M. S. in Pharmacy" are to be conferred.

The Maryland College of Pharmacy, Baltimore, opened on October 1 for the season of 1903-04. The new junior class is 30 members strong, including one young woman and a Porto Rican.

The New York College of Pharmacy began its seventy-fourth annual course on October 5. The senior class this year is about as large as last year's. The junior class is somewhat smaller, 150 odd students registering on Tuesday last; others may come in later, however, and bring the total quite up to last year's number. The New York College has an unusually large post-graduate class this year—23 students—more than double the number a year ago. The course will end on April 15; the Christmas vacation will begin on December 19 and end on January 4.

The Brooklyn College of Pharmacy also opened last week with a junior class of over 100. The senior class numbers between 70 and 80. To-day the post-graduate course will begin with about eight or ten students. Additions have been made to the equipment of the college during the summer, especially in the pharmaceutical laboratory. Professor Bryan will this year have charge of the course in physiology and toxicology, and Frederick P. Tuthill of the quizzes in pharmacy.

Died.

• **AMICK.**—In Philadelphia, Pa., on Saturday, September 26, Dr. John H. B. Amick, in the fifty-third year of his age.

BARRETT.—In Westerleigh, Staten Island, N. Y., on Saturday, September 26, Herbert H. Barrett, in the thirty-first year of his age.

BOWEN.—In Philadelphia, Pa., on Wednesday, September 30, Dr. George W. Bowen.

BRAWNER.—In Latonia, Ky., on Wednesday, September 30, James Brawner, in the thirty-sixth year of his age.

DIEHL.—In Buffalo, N. Y., on Monday, September 28, Henry Diehl, in the sixty-eighth year of his age.

GILBERT.—In Fort Wayne, Ind., on Monday, September 21, John Gilbert.

KELLOGG.—In Chicago, Ill., on Friday, September 25, Philo M. Kellogg, in the fifty-ninth year of his age.

KREITZER.—In Philadelphia, Pa., on Thursday, September 24, Dr. M. C. Kreitzer, in the seventy-ninth year of his age.

McFADDEN.—In Brooklyn, N. Y., on Monday, September 21, Edward McFadden, in the twenty-sixth year of his age.

PECHIN.—In Philadelphia, Pa., on Thursday, September 24, Jesse W. Pechin, in the forty-fourth year of his age.

SCHICKNER.—In Covington, Ky., on Monday, September 28, W. G. Schickner.

SLEEPER.—In Jersey City, N. J., on Sunday, September 13, George W. Sleeper, in the seventy-third year of his age.

WARREN.—In Memphis, Tennessee, recently, Archibald Warren, father of William M. Warren, manager of Parke, Davis & Co.

WOOD.—In Dorchester, Mass., on Monday, September 21, Charles Francis Wood, formerly a member of the firm of Weeks & Potter.

GREATER NEW YORK

The Alumni Ball of the New York College will be held this year on the evening of the first Wednesday in February.

The Retail Druggists' Bowling Club started its winter season on Friday evening, October 2, at Starr's alleys.

John E. Jackson, a well-known retail druggist of Asewell, Va., was in the downtown drug district lately.

Mr. Heaton, of Heaton Bros., wholesale and retail druggists, of Victoria, Texas, was in town last week, accompanied by his wife.

Warren L. Bradt, of Albany, secretary of the New York State Board of Pharmacy, was in town recently and called on friends in the drug trade.

Gilbert Smith, manager of Roberts' Anglo-American Pharmacies in Rome and Florence, Italy, visited the local drug market a few days ago.

Victor Feitsen is now the proprietor of the pharmacy which was conducted by the late W. Weltewitz, at First avenue and Seventh street.

The Board of Pharmacy will hold an examination of applicants for licenses on Wednesday, October 21, at the New York College of Pharmacy, at 9 A.M.

Work is progressing rapidly on the Roessler & Hasselacher Company's new plant at Perth Amboy, N. J. Two large buildings are under construction, and four more and an office are to be built also. Increased business necessitated these additions.

Ground has been broken at Bergen Point, Jersey City, for the new drug factory and plant of Dodge & Olcott, of this city. When the plant is finished it will include a pier and bulkhead on Newark Bay. The factory is expected to be in operation early next spring.

Edwin P. Lant, a retail druggist at 2601 Broadway, has filed a petition in bankruptcy. His liabilities are \$4,940, and the assets \$1,808. Among the unsecured creditors are Lehn & Fink, \$123; and F. P. Lant, \$2,753. The stock in trade is valued at \$1,100.

The Sterling Drug & Chemical Company, of New York, has been incorporated at Albany with a capital of \$500,000. The directors are N. J. Fowler, Newark, N. J.; W. C. Merriam, Jr., W. B. Vail, Jr., R. B. Cowing, Jr., J. A. Edwards, of New York, and E. P. Daus, of Brooklyn.

William H. Sanborn, the popular manager of Kinmouth's pharmacy, Asbury Park, N. J., was married recently in this city to Miss Grace Mildred Love, the accomplished daughter of Mr. and Mrs. Robert C. Love, of Avon, N. Y. Cupid's victory will be quite a surprise to the many friends of the couple.

The German Apothecaries' Society enjoyed its annual outing on Thursday last at Eusner's Pavilion, Rose Bank, Staten Island. Despite the inclement weather those who went had a jolly good time. The usual games were indulged in and prizes were offered.

The ninth year of the Sphinx Club opens with the annual election and the fifty-eighth dinner in the East Room of the Waldorf-Astoria, Wednesday, October 14, promptly at 7 P.M. C. W. Post, of Battle Creek, Mich., will address the members upon "The Preliminary Training of an Advertising Man."

"The Infinitely Little" is the subject of a biological lecture to be delivered by Dr. Joseph Hoffman, editor of the *Bulletin of Pharmacy*, on the evening of October 14, at the New York College, under the auspices of the Alumni Association. The lecture will be illustrated by stereopticon views and will deal with the making and testing of biological products. Ladies will be welcome.

Wm. Papke, of 43 Hamburg avenue; Hermann Zulech, of 131 Central avenue; Louis Schenck, of 967 Flushing avenue, and Hermann C. Arferd, of Knickerbocker and Jefferson avenues, all Brooklyn druggists, were fined by Magistrate Naumer in the Myrtle Avenue Court for having used carbolic acid, muriatic acid and other poison bottles for other than their original purposes.

Dr. F. W. Passmore, consulting chemist of the firm of Helbing & Passmore, of London, England, has been in the city for the past week in connection with an important chemical suit, in which he is acting as an expert witness. This is Dr. Passmore's first visit to the United States, though his name is well known in chemical circles here through the excellent work published in the monographs issued by Helbing & Passmore.

Joseph Helfman, of Detroit, will give a lecture at the Brooklyn College of Pharmacy on Tuesday evening, October 13, on "The Making and Testing of Serums, Vaccine and Other Biological Products." The lecture will be illustrated by stereopticon views, and is expected to attract a large audience. Invitations have been sent out very generally to the druggists of Brooklyn, and ladies are also invited.

J. A. Sangston, who has been with the American Soda Fountain Company, Matthews branch, for several years past, has been placed in charge of the local sales department of the Liquid Carbonic Company, with headquarters at Thirty-sixth street and First avenue. Mr. Sangston is a P. C. P. man of the class of 1887, and has been associated with the soda fountain industry nearly ever since his graduation. He was at one time local manager for the Low Art Tile Company.

The Ava Chemical Company, recently formed, states in a letter to the *Manufacturers' Record*, of Baltimore, that it expects to open branch factories for the manufacture of standard chemicals and proprietary remedies in every State of the Union ultimately. Among the first will be those at Baltimore, Washington and Philadelphia, after the New York and Chicago plants are ready, which will be some time this fall. A. E. Ibbotson, of 106-108 Fulton street, is the New York representative.

Among other visitors in the wholesale drug section of the town in the last week or so were S. C. Warner, of Palatka, Fla.; James A. O'Reilly, manager of the Owl Drug Company, Kansas City; A. E. Klor, Newport News; S. D. Trott, Bermuda; George I. Berridge, Detroit; R. G. Wright, St. Louis; L. Jones, manager Lowry Pharmacy, Northport, L. I.; E. R. Tasman, London; A. J. Davenport, of the Judge & Dolph Drug Company, St. Louis; A. A. Booth, Liverpool, and W. G. Noyes, of Noyes Bros. & Cutler, St. Paul.

The regular meeting of the Kings County Pharmaceutical Society will be held on Tuesday, October 13, at 2:30 P.M. Emil Roller, of the German Apothecaries' Society, will explain the Co-operative Insurance Plan at this meeting. At 8:30 P.M. Joseph Helfman, of Detroit, Mich., will deliver a lecture in the college building on "The Making and Testing of Serums, Vaccine and other Biological Products." The lecture will be illustrated by stereopticon views. Members are requested to invite their friends, and a special invitation is extended to the ladies.

George E. Thorpe, of Syracuse, the president of the Syracuse Druggists' Association, stopped over at New York last week on his way home from Baltimore, where he had been in attendance upon the National encampment of the Independent Order of Odd Fellows. The Syracuse canton carried off the prize for the largest number of members in attendance. Mr. Thorpe belongs to the uniformed rank of Old Fellows, and during his sojourn in Baltimore slept at the Armory with his comrades in arms.

The regular meeting of the New York section of the American Chemical Society was held in the Assembly Hall of the Chemists' Club, 108 West Fifty-fifth street, on Friday evening, October 9. The following papers were read: "Volumetric Determination of Zinc," by W. J. Waring; "Nitro-sulphuric Acid and Its Action on Organic Compounds," by C. W. Volney; "The Reduction of Lead from Litharge in Preliminary Assays and the Advantages of an Oxide Slag," by E. H. Miller, E. J. Hall and M. J. Falk. According to the usual custom, a number of the members of the society assembled at the Savoy Hotel and partook of an informal dinner before the meeting was called to order.

The marriage of Miss Winifred Claxton Leeming, daughter of the late Thomas L. Leeming, and Dr. Karl Max Vogel, which took place in the Church of the Holy Trinity, Brooklyn, N. Y., on Monday, October 5, was an event of considerable social importance, and was attended by a large number of leaders in Brooklyn and New York society. Miss Leeming is the sister of Messrs. Thomas and Joseph Leeming, who are agents in the United States for Nestle's Food, and who are also members of the Montreal firm of Leeming, Miles & Co. A sister of Miss Leeming is the wife of Dr. Smith Ely Jelliffe, who is the editor of the *Medical News* and professor of pharmacognosy in the New York College of Pharmacy.

The Board of Pharmacy recently gained a very important court decision in this city. The Board has been rounding up druggists for adulteration of camphorated oil. The accused druggists have made the claim that the U. S. Pharmacopœia does not specify any standard for camphorated oil. The Board contended that "camphorated oil" is simply a common name for camphor liniment, which is specified in the U. S. Pharmacopœia. The case of the Board of Pharmacy *vs.* Mindlin came up before a jury in the Tenth District Court, Manhattan, last

week. The jury returned a verdict in favor of the Board, holding, in substance, that camphorated oil must be up to standard, else druggists who are apprehended will be subject to a fine. Two other cases, involving the same issue, were settled out of court as a result of this decision.

In two seizures of opium in Chinese laundries on October 3 customs officers got smuggled opium worth \$5,000. Yung Seng and Ah Lip, the two Chinamen arrested at No. 26 Jefferson street, and charged with the unlawful possession of raw opium worth \$3,000, with John Schneider, a photographer, of 168 East 166th street, The Bronx, who is alleged to be a confederate of the Chinamen, were arraigned before Magistrate Ommen, in the Essex Market Court, and held for examination. Customs Inspector Galbally has been looking for Chinese smugglers here for over a year, and it was on his information that the Madison street police made the arrests. Captain Hudgins caught Yung Seng in Jefferson street with a bundle which contained raw opium worth \$500. Later three other Chinamen were arraigned in the court on the same charge, and held for the United States Court. The officers said that the opium was shipped from Albany in the name of R. H. Taylor, and consigned to John M. Schneider, at No. 862 East 168th street.

The Board is likely to adopt a new and more aggressive policy before long in prosecuting violators of the State Pharmacy Law. Ever since the law went into effect it has been the custom of the Board, in this section at least, to warn druggists against further violations of the law when they have been caught; in other words, the Board has in most cases been lenient and has not prosecuted for the first offense. Secretary Erb said the other day that druggists surely ought to be familiar with the provisions of the law by this time. They ought to know it prohibits adulteration, requires the proprietor's name to be displayed conspicuously on the store, etc., etc. Warnings "to be good" will be discontinued before long and the Board will at once begin proceedings against violators whenever and wherever found, instead of temporarizing, as has often been the case in the past. Secretary Erb said that other State officers charged with enforcing the State laws do not go around warning violators against repetition of their offense, and he saw no reason why the State Board of Pharmacy should be any exception. Ignorance of the law is no excuse. Druggists know that the State Pharmacy Law exists, and it is their duty to live up to it or take the consequences. The point was made that unscrupulous druggists will not hesitate to take advantage of the Board's leniency, feeling that even if they are caught they will not be punished for the first offense. If the Board changes its policy in this respect it is believed that the law will be observed better generally.

THE BUST OF DR. RICE TO BE UNVEILED ON OCTOBER 20.

The bronze bas relief of Dr. Charles Rice, ordered by the New York College of Pharmacy to be placed in the halls of the institution as a memorial to Dr. Rice, has just been completed, the casting having proved a complete success. Invitations have been issued to Professor Remington, chairman of the Committee of Revision of the U. S. Pharmacopœia, and to other eminent pharmacists who have been associated with Dr. Rice in his pharmacopœial work, to attend at the stated meeting of the college, which is to be held on the evening of October 20, and participate in the simple ceremonies which will accompany the unveiling of the bust. In accordance with the usual custom a collation will be served at the close of the meeting. It is hoped that a large number of the friends and admirers of Dr. Rice will be in attendance on this occasion. All who are interested are invited to attend, whether members of the college or not.

M. Emile Boulanger, pharmacist and licentiate in science, Paris, has favored us with a copy of his work on "Germination de l'ascopore de la Truffe," a paper covered quarto of some 24 pages, illustrated with numerous photomicrograph engravings showing the development of the spores of the *Tuber melanosporum*. The work, which is of the highest importance to scientific mycologists, is published by Oberthur, Rennes and Paris.

The store of Frederick W. Mayo at 171 to 173 Sixth street, Memphis, receives a flattering notice in a recent issue of a Memphis daily. Mr. Mayo is a graduate of the University of Wisconsin and the Chicago College of Pharmacy, and was for some time chemist for the Van Vleet-Mansfield Drug Company, of Memphis, before he engaged in business on his own account. Mr. Mayo not only has a large and growing business, but has won for himself a high standing in business and social circles.

MASSACHUSETTS.

Bay State Representation at Washington—The United Drug Co. Meets in Boston—New-Fledged Pharmacists—Pharmaceutical Legislators—The College Begins Work Under Favorable Auspices.

(From our Regular Correspondent.)

Boston, October 7.—Dr. Hoffman, of the N. A. R. D., has just paid this city another visit. Other delegates from this State to the N. A. R. D. convention, besides those previously mentioned in this column, are: Chester E. Lawyer, of Waltham; alternate, E. M. Kelly; Amesbury, Harris Chadwell; Hampshire County, Charles B. Kingsley; Worcester County, P. F. Moriarty; alternate, James F. Guelin; Franklin County, E. R. Fish, Greenfield; alternate, Edwin Nash, Greenfield; East Middlesex District, C. A. Charles, Malden; East Boston, George W. Cobb, and Holyoke, James J. Curran. These delegates were selected by the local associations, and the Bay State will be well represented at this meeting.

THE UNITED DRUG COMPANY,

an organization made up of retail druggists in the principal towns and cities of this country, has been holding a three days' convention in this city. The climax was a banquet, held in the evening of September 30, at the Hotel Brunswick, and attended by 200 delegates and guests. It was a very successful affair. E. D. Cahoon was toastmaster. The speakers were: L. K. Liggett, J. T. Wetherald, of Boston; George C. Lyon, of Providence; Stephen Hexter, of Chicago, Ill.; James Demoville, of Nashville, Tenn.; Thomas Voegeli, of Minneapolis, Minn.; William Bolton, of Brooklyn, N. Y.; Thomas Taylor, of Louisiana, Ky., and C. F. Jaynes, of Boston.

REGISTERED BY THE BOARD.

During September the Board of Pharmacy held three examinations and granted certificates to the following candidates: David O'Brien, Lowell; Louis Simonson, Middletown, Conn.; Mary A. F. Whitmarsh, Boston; Albert F. Doyle, Avon; Stephen B. Arnold, New Bedford; Fred. L. Bradford, North Adams; James S. Groff, Boston, and Carlton B. Wheeler, Danvers.

PHARMACEUTICAL LEGISLATORS.

From all appearances, the drug trade will be well represented at Beacon Hill this winter. William F. Craig, Ph.G., of Lynn, won a signal victory in the caucuses for the Senatorial nomination. Mr. Craig has served as representative for a number of years. William J. Bullock, of New Bedford, who has had much experience as a legislator, had no opponent for the Senatorial nomination. In this city Representatives F. E. Gaylord and F. H. Howe were successful in again securing nominations to the Legislature. All of the above named candidates are Republicans. In the Roxbury District, Representative Arthur L. Gavin, a Democrat, was given a renomination. From present indications all of these candidates will be elected.

THE MASSACHUSETTS COLLEGE OF PHARMACY

began its session of 1903-1904 last week. The attendance at the opening lectures was unusually large, and there was the usual sprinkling of female students. The Massachusetts State Pharmaceutical Association scholarship has been granted to William Hamilton, of Clinton, and Louis H. Graves, of Baldwinville, has been awarded the Eastern Drug Company scholarship. Mary W. Leavitt, of the senior class, was recently appointed assistant in Materia Medica and Pharmacognosy.

TALKED ABOUT.

Frank Willard has opened a new store at South Acton.

Edw. E. Wright, of New Bedford, is about to open a new store in the new theater building, and will run it in conjunction with his other establishment.

Warren B. Wilson, of last year's senior class, M. C. P., has accepted a position with Connolly & Davis, of Dorchester. Mr. Wilson will take a special course in chemistry during the present session.

Perley B. Thompson, Ph.G., of Norwood, is one of the hosts of the Ancient and Honourable Artillery Company, of London. In the local organization Mr. Thompson holds the position of "Orderly to Commander."

The last monthly report of the State Board of Health shows that of 100 samples of drugs examined only 68 were found to be of good quality. The adulterated specimens were ether, alcohol, aqua ammonia, aqua ammonia fortior, aqua destillata, cera alba, chloroformum, glycerinum, oleum limonis, oleum olivæ, phenacetine, spiritus etheris nitrosi, syrupus and tinctura iodi.

PENNSYLVANIA.

Much Interest in the N. A. R. D. Meeting—All Await Outcome of Washington Conference—Wholesale Drug Co. Expanding.

(From our Regular Correspondent.)

PHILADELPHIA, October 7.—During the week there have been many retail druggists of this city in Washington attending the annual meeting of the N. A. R. D. There is more interest taken in the affairs of this association now than there ever has been before. The wholesale dealers as well as the manufacturers recognize the fact that there is strength in the movement of the retailers to fight their own battles. Nearly all the druggists of this city are members of the association, and more interest is taken in the monthly meetings. The complaints that were formerly turned down by the wholesale dealers and manufacturers are now considered, and every effort is being made to have harmony between all interests. Besides this the local association has done a great deal of good in watching legislation, and it was through the efforts of the members of the local association that several bills detrimental to the drug business failed to become a law. The good things that the association has done for the druggists are growing, and while there is not much noise being made the various committees are watching every phase that pertains to the drug business.

BUSINESS BRISK.

The volume of business continues to be good. Nearly all of the wholesale druggists report an increase in receipts and fairly good collections. The resumption of the mills throughout the State has caused the out-of-town druggists to begin to stock up, and during the past week a large number of orders were received.

The Wholesale Drug Company is hampered for room, and it is reported that as soon as the lease on the building in which it is now located expires more commodious quarters will be secured. This company has had a phenomenal success. Only retail druggists are members, and they purchase shares of the company. While no dividend has been paid it is said that one will be declared this year. A member of the company who is in the position to know, says it will not be below 10 per cent.

BOWLERS REORGANIZE.

A meeting of the Executive Committee of the Wholesale Drug Trade Bowling League was held at the office of Johnson & Johnson, 514 Arch street, on the 2d inst. A general meeting for the election of officers, arrangement of schedule, admission of new teams will be called later. There will be some changes in the makeup of the League this season, R. Shoemaker & Co. and the Armstrong Cork Co. having dropped out. One or two mixed teams will take their place. A team representing the Retail Druggists' Association and one from the Philadelphia College of Pharmacy have applied for admission into the League. One of the greatest surprises in drug bowling circles of New York and Philadelphia is caused by the resignation of Johnson & Johnson's New Brunswick Red Cross Team, known as the Champion Bowling Team, from the New York League. The team has applied for admission into the Philadelphia League, and it is needless to say that the application was received with acclamation. In order to accommodate the Red Cross Bowlers the schedule will be so arranged that all games in which the New Brunswickers will participate will be rolled on Saturday afternoon.

PHILADELPHIA ITEMS.

M. Kratz has purchased a store of P. K. Boltze, Fifty-sixth street and Haverford avenue.

Mr. Hirz, who represents Keasby & Mattison in this city, has left to take charge of the company's office in Milwaukee.

William Reice, the manager of the drug store at Sixth and Reed streets, is to be married on October 21.

Dr. P. M. Litchfield has succeeded Dr. J. L. Geiger of Broadway and Stevens street, Camden, N. J.

J. V. Slaughter has purchased the drug store of T. Clyde Amies at Pulaski avenue and Coulter street, Germantown.

Fremont K. Bartho, who was for a number of years manager of the E. Preston, Jr., Pharmacy, at Broad and Ellsworth street, has bought a store at Tamagua, Pa.

Walter Gibbs, formerly with Horace G. Webb at Susquehanna and Girard avenues, has purchased the store from Dr. Shock at Twelfth and Wolf streets.

A. A. Gracey, 4008 Lancaster avenue, has greatly improved his store. He has taken in part of the next building, and the improvement has given him double the room.

G. Townsend, who for the past three years has been representing the J. Ellwood Lee Company in Philadelphia, is now representing the Armour Company in Philadelphia and Camden.

A. B. Willson has gone back to the house of George Leuders & Co., of New York. Some years ago he represented this house, but left to engage in other business.

W. M. Hill, of Fifty-second street and Girard avenue, has enlarged his store and now has one of the handsomest stores in that section of West Philadelphia.

C. Krell, formerly manager of J. Ferguson's store at Germantown Junction, has succeeded M. Sonntag at Germantown avenue and Rising Sun Lane.

N. Butt, who had charge of the soda fountains at Willow Grove for the season, has again assumed management of Nolte's Eighth and Race streets store.

J. Cliffe, brother of the well-known W. L. Cliffe, has taken unto himself a partner and joined the ranks of Benedicts on the 30th of September. The honeymoon is being spent by the wild and sad sea waves at Atlantic City.

George B. Evans has opened his new store at Seventeenth and Chestnuts streets. This is one of the handsomest drug stores in the city. It will be conducted on the same plan as the other stores of Mr. Evans are run.

Dr. L. A. Podolski, who has for a number of years conducted the drug store at Sixth and Poplar streets, has decided to transfer his store to Mr. Ringer, who has been his manager for the past eight years. Dr. Podolski intends to devote his time wholly to the practice of medicine.

Frank J. Heckler, who was in business for himself in the southern section of this city, and who was selected by Lit Bros. as their manager to conduct the drug department in that store, has secured a position with H. K. Mulford Company to do detail work in Brooklyn.

Jacob Brothers, who were a number of years with George B. Evans, have opened their new store at 1015 Chestnut street. This store is one of the most up-to-date drug stores in the city. It has been made as attractive as possible, and where daylight does not find its way electricity has been used to make it very bright and cheerful. The fixtures are bright and everything in the store has been done to attract the eye.

Proprietors Consider Cut Rates and Substitution.

About a dozen proprietors of concerns that manufacture patent medicines assembled at the Iroquois Hotel in Buffalo last week for the purpose of considering various important matters relating to their business. Among those present were D. S. Chamberlain, of Des Moines, Iowa, president of the Proprietary Association of America; F. W. Schumacher, of Columbus, Ohio, vice-president of the association and interested in the Peruna company; Mr. Gove, of the Lydia Pinkham Company; Mr. Douglas, of Chicago; Mr. Talbott, manager for the Piso Company, and Dr. V. Mott Pierce, of Buffalo. All the men named are officers of the Proprietary Association of America. Their object in meeting was to prepare a report on certain important matters relating to their business for submission to the convention which their association will hold in April.

The officers had a big task outlined for them. In the first place, they were confronted with a desire to devise ways and means of assisting retail druggists to obtain fair prices for their goods. It was explained that in many parts of the country druggists complained that big department stores made a practice of buying certain standard patent remedies for the purpose of selling them at or below cost in the hope of attracting buyers to invest in other wares where good profits could be made. These department stores, it was stated, did not care to make profits on these particular brands and, of course, injured the regular druggist by cutting into his trade. But the chief problem to be solved in the patent medicine business, according to the statements made by men attending this meeting, is to check the substitution of home-made wares for the well-known advertised articles.

"What we would like to do, or rather what has been suggested," said Dr. Pierce, "is that laws be passed making it a misdemeanor to substitute medicines or drugs for articles that a customer has ordered. We have learned that in many instances a customer will call for a certain article and fail to watch the clerk who wraps it up for him. When the customer gets home he finds that the clerk has given to him an article entirely different from the one he asked for. That is a plain case of substitution, and such things should be forbidden by law. Our purpose in meeting was to consider this and other

matters and prepare a report embracing our conclusions. This report is to be submitted to the convention of our association some time next April."

ILLINOIS.

Illinois Board Vindicated in Court—Injunction Against Board Denied—Board Reiterates and Presses Charges Against the Central Pharmacy—Board Will Enforce the Cocaine Law.

(From our Regular Correspondent.)

CHICAGO, October 5.—Wilhelm Bodemann, president of the State Board of Pharmacy, who was charged with malicious prosecution and offering to accept a bribe to drop a cocaine case, has been vindicated in court. The charge was made by Adolph Brendecke and Alfred Dahlberg, proprietors of the Central Pharmacy, 242 West Randolph street, in an application for an injunction to stop further prosecutions. Judge Chytrous refused to issue the injunction, and thus showed disbelief in the charges.

MR. BODEMANN ANSWERS CHARGES.

In his answer, filed in court, Mr. Bodemann says, after denying that his accusers are entitled to any relief:

"And these defendants aver the fact to be that a great number of complaints have been made to the Board of Pharmacy to the effect that the pharmacy laws were being violated at the said store by the complainants, and that said complaints were frequent and repeated, and to the effect that complainants were then conducting a notorious cocaine joint, and that on account thereof notification to the said parties, as is hereinabove set forth, was given."

CHARGES AGAINST CENTRAL PHARMACY REAFFIRMED.

Owing to the length of the reply and the tedious legal phraseology of the lawyers it is impossible to quote much of the document. Mr. Bodemann charged that Brendecke had admitted to him that he was making sales of preparations containing cocaine, and that the store was supported in this manner, and that Brendecke wanted to know if there wasn't some way in which he could evade the law by holding himself out to be a licensed physician prescribing cocaine, or by employing licensed physicians. Mr. Bodemann says that Brendecke was given to understand that no such sales would be permitted under any circumstances, and that any physicians who were parties to such an arrangement would lose their licenses.

CONSPIRACY DENIED.

It is denied that there is any conspiracy, but the statement is made that employees of the Board "purchased at the complainants' said place of business a certain preparation called 'flake.'" Chemists found cocaine in this "flake," it is set forth.

Mr. Bodemann says he never dreamed such conditions of distress as often prevail here were possible before he started the present crusade. Officers of the Juvenile Court have reported to him that several boys under age have been sent to the insane asylum as confirmed cocaine "fiends," and the same officers are trying to secure evidence against those who made sales to the lads.

CHICAGO NOTES.

C. C. Patty, of Fonda, Iowa, was in Chicago recently.

E. E. Behlke has sold his store at 441 State street to Frank Granzow, who has been managing the store for the last year.

Leo Porges has purchased the business of J. H. Bearcroft at Fifty-eighth street and Calumet avenue.

Otis J. Beeson, of Goshen, Ind., who has been in ill health for a long time, has gone to Phoenix, Ariz., in the hope of bettering his condition.

Among those seen at Chicago wholesale houses within the last week were V. S. DeLay, Odebolt, Iowa; O. A. Means, Logansport, Ind., and W. N. Broderick, Buchanan, Mich.

T. C. Ballard, of Morrisson, Plummer & Co., is spending a vacation at Ellsbery, Mo., near the home of his boyhood. This is the first regular vacation which Mr. Ballard has taken in 12 years.

F. M. Burroughs and I. B. DeTalcourt, who represent Morrisson, Plummer & Co. in Iowa, were at the home office last week with a number of customers who were buying holiday goods.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, October 10, 1903.

THE almost panicky feeling which has manifested itself in Wall Street during the past fortnight has found little or no reflex in the drug market, which shows throughout a firm and upward tendency, save with the exception of one or two staples. The most interesting feature of the market has been presented by peppermint oil, which has steadily advanced under an active inquiry from abroad, and promises to go even higher, still the crop prospects being decidedly unfavorable. This upward tendency has been further influenced no doubt by the unfavorable reports from Japan, it being stated that 60 per cent. of the Japanese peppermint crop was destroyed by a recent cyclone. The immediate effect of this report was a sensational advance in menthol. Quinine has been gradually working into a good statistical position, and the material advance in the prices brought at the bark sales held this week seem to be justified by the statistics of quinine and the bark supply. The domestic roots are firm, even at the high prices which they have been held at for the past few months, and from present indications these prices will continue for some time to come. The codliver oil situation is not materially changed, though the pressure for supply for immediate use has served to stiffen an already firm market. Newfoundland oil seems to be sharing in the demand and has been very materially advanced. It is to be hoped that some comparative authoritative study of the therapeutic action of these two oils will be undertaken in this country, as it seems not impossible that were the same care taken in preparing the oil for the market in Newfoundland as is taken in Norway, the therapeutic action of the two products would be practically identical. One of the most unfortunate features in the traffic in Newfoundland oil is the difficulty of obtaining a really pure product, and it seems quite likely that some of the prejudice against the Newfoundland oil is due to the fact that its reputation has been damaged by the use of an impure article. Full details of the various changes which have taken place are presented below:

HIGHER.

Saffron, American,
Sarsaparilla, Mexican,
Wax, Carnauba No. 3,
Menthol,
Celery seed,
Millet seed,

LOWER.

Oil of pennyroyal,
Calomel,
Corrosive sublimate,
Mercury bisulphate,
Red precipitate,
White precipitate,

Clove oil,
Lavender oil,
Cacao butter,
Canary seed,
Ergot,
Alcohol,
Crude brimstone,
Wax, Japan,
Nitrate of silver,
Cassia oil,
Elm bark,
Cochineal,
Blood root,
Acetanilid,
Asafoetida,
Cottonroot bark,
Dandeloin root.

Opium,
Nitrate of soda,
Cacao butter,
Wormwood oil,
Cocaine,
Citric acid.

DRUGS.

Acetanilid has advanced to 21c to 22c, and is in brisk demand.

Alcohol, grain, has been advanced to \$2.43 to \$2.45, the change in price being based on the increased cost of production coupled with a steady growth in the consumptive demand.

Arnica flowers are reported as scarce in the European market, and spot stock being rather light, holders are firm at 9½c to 10c for prime flowers, though this might be shaded on old goods.

Balsams.—The only feature of interest is the scarcity of Oregon fir, which is practically out of the market. Canada fir is in rather scanty supply, but as the demand is light the quotations remain unchanged at \$3.15 to \$3.60, according to quality. Copaiba is in steady jobbing demand, but is without interest, the supply and demand being so well balanced as to prevent any change in quotations, which are 35c to 36c for Central American, and 37c to 40c for Para. Peru remains unchanged, and what little business is done goes forward at our former quotation of \$1.05 to \$1.07½. Tolu is inactive and prices are practically nominal at 25c to 27c, there being no round lot sales on which to base quotations.

Bark.—Cascara sagrada continues to be firmly held on the Pacific Coast, and few or no round lots are offering in that section. The export inquiry appears to have died out for the present, and but little local demand is recorded, though holders maintain their prices at the recent advance of 22½c to 25c. Cotton root is reported as in scanty supply on the spot and prices advanced to 20c. Elm has also been advanced on account of scarcity, and 30c to 35c is now quoted for select in bundles.

Buchu leaves, short, is in light demand and very quiet, but is held steady by the firm position of the drug in European markets. We quote 21½c to 25c. Long is practically out of the market, nominal quotations being 70c to 75c.

Burgundy pitch is quoted higher abroad and is in fairly good demand locally at unchanged prices of 2½c to 3c, our own market failing to respond to the reported advance from abroad.

Cacao butter has weakened under the influence of lower prices at the September auctions, both in Amsterdam and in London, and we now quote 26c to 28c for bulk.

Cannabis indica is held firmly under the influence of unfavorable advices from the source of supply, but no change is recorded from our quotations of 88c to 90c for tops and 70c for siftings.

Carmines has been advanced to \$3.00, in sympathy with the higher prices for the mother substance, cochineal.

Coca leaves are in only moderate demand, but are firmly held in view of adverse reports from the source of supply. Our quotations remain unchanged at 18c to 20c for Truxillo and 28c to 30c for Huanuco.

Cocaine, after several contradictory reports, have been set afloat concerning condition in Europe, local manufacturers announced on the 8th inst. a reduction to \$4.00 per oz. for bulk and \$4.25 for eighths.

Cochineal is attracting some attention on account of the extreme scarcity, and prices have been advanced to 39c for black and 42c to 43c for gray.

Codliver oil is in active demand in a jobbing way and many buyers who had placed contracts are now calling for delivery since the manufacturing season is at hand. The result of this increased activity is a still further impetus to the upward tendency of the drug, which is shared by both the Norwegian and Newfoundland oils, the latter being now quoted at \$3.25 per gallon. So little new business is transacted in Norwegian that it is difficult to give an accurate quotation on round lots, though our prices of \$105.00 to \$130.00, give a sufficiently wide range probably to cover any transactions that may have occurred. One of the leading importers states that for the month of September the importations of Norwegian oil were 1,577 barrels, as compared with 2,819 barrels for the corresponding period of 1902, 3,768 barrels for 1901, and 4,670 in 1900. This discrepancy is further increased by the exportation of 610 barrels reshipped to Europe. The stock in bond here on September 1 was 237 barrels in 1903, 710 in 1902, 1,264 in 1901, and 1,300 in 1900, thus showing that we had no reserves to fall back upon to compensate for paucity in importations.

Ergot is in active demand and holders are very firm, in view of the continued unfavorable reports as to crop conditions. Early last week the price was advanced sharply, and the quotation may now be considered firm at 40c to 45c for either Spanish or German. Reports both from London and Hamburg indicate a probability of a still further advance.

Glycerin is easy under the influence of more liberal supplies of crude, and while no official change has been made in the quotation, it is likely that our figures of 14½c to 15c in drums, and 15½c to 16½c could be shaded on a firm offer.

Manna, after a brief development of weakness, has taken on a decidedly firmer tone under the influence of adverse reports from European markets. We quote small flake at 35c to 38c, and large flake 45c to 50c.

Menthol has advanced sharply under the influence of cables received from Japan to the effect that 6 per cent. of the Japanese peppermint crop had been destroyed by cyclone. This news was followed by a sharp advance both in the London and the local market, and as we go to press the market may be quoted as very firm at \$6.50 to \$7.00 for Japanese menthol.

Mercurials have declined 3c per lb., and the leading manufacturers now quote 85c to 90c for calomel; 76c to 81c for corrosive sublimate, lump, and 86c to 91c for powdered; 95c to \$1.00 for red precipitate; \$1.00 to \$1.05 for white; 59c to 61c for mercury bisulphate.

Opium opened dull and neglected, and the market remained quiet during the entire fortnight. Notwithstanding the cables of firmness, both in London and Smyrna, the local market continued to sag until, under the influence of active competition for orders, the prices broke \$3.25 to \$3.30 for single cases, and \$3.27½ to \$3.32½ for broken lots. The decline, however, seems to have been insufficient to stimulate the demand.

Quinine.—The trade has been kept busy discussing the various reports which have been quoted as to a probable combination of all the leading manufacturers; though the reports received some credence at first, interest is gradually dying out, since no facts have been adduced in their support. The consumptive demand has been seasonably brisk, and the local market was decidedly firm even before the occurrence of the Amsterdam auction on the 8th, when prices went off at a considerable advance. In view of all these conditions many dealers confidently predict an early advance on the part of American manufacturers, but up to the hour of going to press no changes have been made in the prices, which remain very firm at 25c to 29c for domestic in bulk, 24c to 24½c in German, and 23½c to 24½c for Java.

Saffron, American, advanced sharply to 45c, spot stocks being very light and the prospect of additional supplies decidedly unfavorable.

Senna is in satisfactory jobbing demand, but no transactions in round lots are recorded. We quote whole picked at 21c to 25c; Tinnevely, 6½c to 14c, and Alexandria, garbled and sifted, 15c to 16c.

Sage is in active demand, as are also the other sweet herbs at unchanged prices.

Wax, Japan, has at last been advanced in sympathy with persistent reports of unfavorable market conditions in the East, and sales have been reported at 14c, and holders generally are firm at this figure. Carnauba is in light supply on

the spot, and prices have been marked up to 21½c to 23c for No. 1, 19c to 20c for No. 2, and 18½c to 19½c for No. 3.

CHEMICALS.

Citric acid has been reduced to 32c to 32½c by domestic manufacturers in accordance with their usual custom of making a reduction at the close of the season with a view to stimulating business, so as to clear up stocks.

Heavy chemicals generally are active on contract orders. But few orders are being placed now, as all await the publication of the figures at which contracts will be accepted for bleach, etc., for 1904.

Nitrate of soda is easier under the influence of better supplies, and may now be had at \$2.12½ to \$2.15 for prompt delivery.

Silver nitrate has both advanced and declined since our last market report was written, advances having been made up to 38½c to 41½c. As we go to press, however, manufacturers have shaded the inside figure to 37½c for lots of 1,000 oz. or more.

The citrates have been reduced 1c per lb. in sympathy with the decline in citric acid.

The prussiates of both potash and soda are very firm, with an upward tendency, the potash salts being in limited supply at 14½c to 14½c for yellow, and 37½c to 40c for red.

ESSENTIAL OILS.

Anise is firm at \$1.07½ to \$1.10, though it attracts but little attention at the moment.

Cassia oil has advanced to 77½c, largely on account of the rise in the price of silver, which has of course affected all Chinese products.

Clove has advanced decidedly, under the influence of the higher price of the parent spice, and oil from the bud may be quoted at 82½c to 85c in bottles.

Lavender flowers have advanced to \$1.65 to \$2.25 under the influence of unfavorable crop reports, and holders are firm at the figure indicated.

Pennyroyal is offering freely at a decline to \$1.10 to \$1.20.

The Messina essences generally are unchanged, but are lacking in interest. We quote lemon at 65c to 70c, orange at \$1.60 to \$1.70 for sweet, and bergamot at \$2.05 to \$2.20.

The most interesting feature of the market has been furnished by the foreign demand for oil of peppermint, which under the influence of this demand and the firmness of local holders has steadily advanced, until at the close we quote \$3.10 to \$3.25 for bulk oil and \$3.35 for H. G. H., though it is doubtful if round lots of case oil could be secured at this figure. During the later part of the week cables from London reported an advance of H. G. H. to 16 shillings.

Spearmint is quite firm at \$3.00 to \$3.10, though it has not shared in the phenomenal advance of the related oil.

Wormwood has declined to \$3.50 to \$3.75, and the market is dull and lifeless.

GUMS.

Aloe is steady in price and in active demand at 15c to 16c for Cape, and 7c to 8c for Barbadoes.

Asafoetida has been advanced to 22c to 23c for the higher grades, in which supplies are quite limited, and, according to European advices, it is improbable that stocks can be replenished in the near future.

Camphor is quiet, and quotations on the refined remain unchanged at 54c for bulk and 55c for cases.

Chicle is in rather scanty supply and firm at 45c to 50c. The speculative interest seems to be wholly lacking in this drug for the time being.

Myrrh has advanced to 22c to 32c under the influence of scanty supplies, both on the spot and abroad.

The mucilaginous gums are in good demand for manufacturing purposes, though most of the goods going out now are on old contracts. Such lots as are called for are supplied at our previous range of prices—namely, 30c to 35c for fresh picked Arabic and 70c to 80c for Aleppo tragacanth.

ROOTS.

Blood root is higher, the spot supplies being very light, and holders advanced their quotations to 9c to 10c.

Dandelion, German, has been advanced to 8c. to 8½c in consequence of adverse reports from Central Europe as to the crop prospects.

Golden seal is firm, and holders both on the spot and in the West show no disposition to push sales at the current quotations of 75c to 78c.

Mandrake is scarce on the spot, and it is reported that as much as 7½c is asked by holders in the interior.

Sarsaparilla, Mexican, is in limited supply and has been advanced to 12½c. Most of the available spot stock has been sold for export.

Senega is firm at 70c to 72c for Western, 68c to 70c for Southern.

SEEDS.

Canary, Smyrna, is reported higher abroad, and the price has been advanced in this market to 4¼c to 4½c, while Sicily is quoted at 4¼c to 4½c.

Celery is advanced to 8c under the influence of higher cables from abroad.

Mustard is active and firm at 4½c to 5c for California yellow.

Rape is easier, and our quotations of 2½c to 3c might be shaded on a firm offer.

The Cascara Boom.

According to a dispatch to the Portland, Ore., *Journal*, dated Corvallis, Ore., September 30, nearly \$80,000 in cash has been realized from the sale of cascara bark purchased and shipped from Benton County during the past season. Careful compilation and conservative estimates place the exact figures at \$59,400. The product is represented in 27 11-ton cars of bark, either shipped or to be shipped this season. The aggregate weight of the bark was 594,000 pounds. Though much of it went at 14 cents and better, so much left the peelers' hands at 4, 5 and 6 cents earlier in the season that the average price is believed to have fallen at about 10 cents.

Trade Insurance.

The retail druggist becomes familiar with every form of insurance, and yet he may often overlook an excellent system of trade insurance which is best effected by hearty co-operation with the advertising pharmaceutical manufacturer. Several firms of recent years have vigorously entered the advertising field, pushing some excellent proprietary article. Foremost of these is the Denver Chemical Mfg. Company, who have kept Antiphlogistine forcefully and wisely before the medical profession. It is said that there exists no town or city in the United States where this meritorious article cannot be purchased. In consideration of the persistent and voluminous advertising done by this concern it would warrant every retail pharmacist to maintain a system of business inspection, noting carefully if he is obtaining his full share in the distribution of the sales of Antiphlogistine. Hesitation to carry sufficient stock to meet all emergencies usually results in diverting trade from one's own counter to that of his competitor. The pharmacist should buy Antiphlogistine in the advertised quantity amounting to \$24 in order to benefit by the discount. Recommendation of this proprietary to your medical friends assures one of the best methods of trade insurance—co-operation with the advertiser.

For Sportsmen.

"Hunting and Fishing in the South" is the title of a handsome book that has been issued by the passenger department of the Southern Railway, and which will be mailed to any address upon receipt of 4 cents to cover postage, by the Eastern passenger agent, Alex. S. Thweatt, 1185 Broadway, New York.

The sportsman will appreciate the book because it is a careful compilation of the game laws of Virginia, North and South Carolina, Kentucky, Georgia, Florida, Alabama, Tennessee and Mississippi. The book also gives the railroad stations nearest the game regions, hotels and rates, names of guides and parties who will give information, cost of living, and the kinds of game that abound; in fact, it is a perfect sportsman's handbook of

the entire region penetrated by the Southern Railway. The illustrations are from photographs, and are very fine.

Between Twilight and Dawn.

A trip across Lake Erie, via the steamers "Eastern States" and "Western States," operated daily between Detroit and Buffalo, is a luxury in modern travel to be enjoyed at a moderate outlay. These fresh water leviathans are conceded to be the most intelligently designed and perfectly executed examples of marine architecture in existence for a night passenger route. This line is famed for the courteous treatment extended its patrons and the absolute wholesomeness of the entire service.

The two hundred and eighty-five miles between the two cities are traversed in fourteen hours, and after a dusty and tiresome rail ride the change to comfort and pleasure amid the invigorating lake breezes is a boon to the weary traveler.

Steamers leave daily from Detroit at 4 p.m. and Buffalo at 5.30 p.m., arriving at their destinations the following morning at 7.30.

Ringling Indorsement of the Van Stan's Stratena Co., Ltd., of Philadelphia.

At the open session of the Committee on Resolutions of the National Association of Retail Druggists, held at the Raleigh Hotel, Washington, on Wednesday evening, October 7, 1903, the following resolution was adopted:

"Whereas, It is the policy of the retail drug trade to discourage the simulation of well-known trade names; therefore, be it

Resolved, That we recommend our members to discourage the sale of any cement offered under the name of Van Stan's Stratena Cement other than that made and sold by the Van Stan's Stratena Company, Ltd., of Philadelphia, whom we believe legitimately entitled to the name.

Doctors' Drugs!

A remarkable instance of carelessness in handling drugs has just been brought to the notice of the editor of the *Pharmaceutical Journal*, and chemists who may, at any time, be asked to take over drugs or chemicals from doctors' surgeries should make a note of the circumstances of the case. These are, briefly, as follows: A medical man, resident in the West End of London, who had been accustomed to dispense medicines of his own prescribing, recently died. The doctor who succeeded to the practice, wishing to get rid of his predecessor's drugs and chemicals, requested a neighboring chemist—a member of the Pharmaceutical Society—to clear out the contents of the dispensary. This the chemist agreed to do, and among the stock he found a four-ounce wide-mouth bottle, bearing a poison slip, and a faded label on which was written the word "Calomel." The bottle was about two-thirds full of a heavy white powder somewhat resembling calomel in appearance, and any one but a pharmacist would probably have added the powder to his stock, never doubting but that the powder was what the label represented it to be. To the trained eye of the chemist, however, there was something suspicious looking about this "calomel," and accordingly he applied a few simple tests to a small portion of it, with the result that he found the powder was not calomel, but white arsenic! There is no need to comment on these facts, but a haunting dread must fill the mind of every one who asks himself whether the powder had ever been dispensed by the doctor or his assistant as calomel. In conclusion, it may be stated that the bottle and its contents are now in the possession of the editor, who has satisfied himself that the white powder actually is arsenic.—*London Pharmaceutical Journal*.

The druggist never makes a mistake in recommending Stearns' Electric Rat and Roach Paste when a housekeeper appeals to him for something that will rid her house of rats, mice, roaches or waterbugs. There is nothing the druggist sells for this purpose that gives greater satisfaction. Thousands of dealers are selling Stearns' Electric Rat and Roach Paste on a guarantee that it will do the work or money refunded, and are meeting with remarkable success. The goods are staple, having been on the market for nearly 25 years, and can be obtained from any drug jobber. See their attractive advertisement in another part of the paper.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, OCTOBER 26, 1903.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

62-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Rahdolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. KILLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries 3.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 62-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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THE BUST OF CHARLES RICE.

THE bronze memorial portrait of Charles Rice which was unveiled in the New York College of Pharmacy last Tuesday evening is essentially a tribute from workers to a worker. The funds for the bronze were subscribed in small amounts by the members and friends of the college, and represent contributions from a large number of those who are interested in the advance of the calling for which Dr. Rice labored so earnestly, so ably and so unselfishly. It is good for the calling and for the college to have this bronze keep constantly before the students the memory of a man who has done so much for the profession which is proud to claim him as its ablest exponent. Whether as a public official, a member of the college of pharmacy, editor of the Pharmacopœia, or journalist, he always accomplished the full measure of a task undertaken, and invariably did his duty in the highest sense of that term. Alive he was an energetic and able worker for the good of pharmacy, and dead his memory will prove an inspiration for generations yet to come.

THE "PROCEEDINGS COMMITTEE" AGAIN.

WE have had occasion more than once to call attention to the questionable methods employed by the business agents of different State pharmaceutical associations in approaching wholesale druggists and manufacturing firms for advertisements in the Proceedings as a means of defraying the expenses of publication. The latest instance in point comes from Massachusetts in the shape of a communication addressed to a New York firm, of which the following is a copy:

President, Permanent Secretary, Treasurer,
C. P. FLYNN, JAMES F. GUERIN, THOS. B. NICHOLS,
SO. BOSTON. WORCESTER. SALEM.

Massachusetts State Pharmaceutical Association,

OFFICE OF THE PROCEEDINGS COMMITTEE.

All Communications relating to the Proceedings of Annual Meeting should be addressed to E. C. WATERS (for Committee), P. O. Box 3640, Boston, Mass.

BOSTON, MASS., October 8, 1903.

Gentlemen.—It will please the druggists of Massachusetts to receive from you the favor of a recognition, by way of an advertisement in the Proceedings of the Annual Meeting of their Association, and we respectfully ask you to extend the favor, assuring you that the favor will be fully appreciated, and will result to mutual benefit.

We have asked this favor for several years, and think we have received all the stock reasons as to why you could not extend the favor, and as the druggists feel that you should be willing to favor them this year, at least, we hope to be surprised as well as pleased to receive the favor.

We inclose size of page and rates.

Yours very truly,

E. C. WATERS,
For Committee.

The Proceedings of the Annual Meeting is the only publication in which this Association is interested, officially or

otherwise. No other publication has right to claim recognition. The Proceedings are published by the Association direct.

The foregoing communication is an improvement upon some of the demands for advertising made by previous business agents of "Proceedings Committees," in that it conveys no threats and lacks the distinguishing marks of a blackmailing proposition, but it is none the less an unhappily worded circular, and is surely calculated to injure the good name of a worthy association, however much it may advantage the "Proceedings Committee."

THE N. A. R. D. AND THE PATENT OFFICE.

Our news columns will be found a full report of the conference between the President of the United States and the committee chosen by the N. A. R. D. to lay before him a petition in favor of amendments of our patent laws in so far as they apply to medicinal preparations. The petitioners urged that the patent laws be so amended as to deny product patents on all substances intended for medicinal uses; to grant to foreigners only such rights as are granted them under their own patent laws; to make the validity of the patent depend upon its being worked in the United States, and to impose certain restrictions on copyright as applied to names. The answer to these requests and to the arguments presented in their favor takes the form of a report from the United States Commissioner of Patents, but is a paper which does no credit to the office from which it emanated, for throughout the report the commissioner has devoted more attention to the aspersion of the motives of the petitioners than to answering their arguments.

The Commissioner points out that no change is needed in our copyright laws in the matter of names, as it had been decided in both the Singer and the Post Holzapfel's Composition's Company cases that when a patented article become public by the expiration of the patent, the right to use the title descriptive of the article manufactured becomes public also, and it can no longer be defended as a trade-mark. These decisions have frequently been cited in our own columns, and were no doubt known to the members of the committee.

The Commissioner objects to the proposal that product patents be denied on products of a medicinal character, on the ground that such a change would constitute an abridgement of Constitutional privileges. The only Constitutional provision touching the question of patent rights is that under Section 8 of Article I defining the powers of Congress, where it is provided that Congress shall have power "to promote the progress of science and useful arts, by securing for limited times to authors and inventors the exclusive right to their respective writings and discoveries." We feel confident that no competent tribunal would justify the Commissioner in reading into this clause a Constitutional right which would be violated by limiting the discoverer's monopoly to his process and not extending it to his products.

The Commissioner opposes the proposal that we should deny to foreigners rights not granted in their own countries on the ground that we are debarred from such a step by our international treaty obligations. The answer to be made to this is that any convention to which we are a party which grants to foreigners rights in this country not granted in their own country is open to severe criticism, and should be amended at the earliest possible date.

The Commissioner does not take the trouble to cite the objections which have heretofore been sufficient to prevent the introduction into our patent laws of a provision requiring the working of an invention within the limits of the United States in order to make good its patent protection, and we therefore do not know what those objections are. But it would seem that under a Government which recognizes protection as an essential feature of its tariff regulations any objection which could be raised to the introduction of this feature into the patent laws would stultify the Government in its stand on the question of a protective tariff. England has for many years permitted the issuance of patents without requiring them to be worked within the limits of the United Kingdom. One of the results of this has been the transference to Germany of an industry which was originally a peculiarly British one, and as a consequence a strong feeling has grown up in the United Kingdom favoring such restriction, and in the patent law amendment of 1902 a provision has been made requiring the patentee to issue a license on reasonable terms for the working of the patent in the United Kingdom "unless the patentee can show that the reasonable requirements of the public have been satisfied." It is further provided that the requirements of the public shall not be considered as having been satisfied if "any existing industry or the establishment of any new industry is unfairly prejudiced" by the action of the patentee. It would seem that we might well profit by the example of Great Britain, and take some action calculated to place our patent laws in so far as they relate to foreign patents on the same footing as are our tariff laws in so far as these latter are influenced by the doctrine of protection.

It will not suffice to have the chief of the bureau dismiss cavalierly a proposal based upon such sound considerations as have influenced 16 leading nations to deny patents on medicinal preparations and chemicals. He announces it as his opinion that the denial of product patents in any particular art would be detrimental to that art. The conclusive answer to this supposition is furnished in the condition of synthetic chemistry in Germany in so far as it applies to medicine. In that country product patents are *not* granted on medicinal chemicals, and that country is notably the leader in this particular field. While it is to be regretted that the Commissioner of Patents has made an unfavorable report to the President upon the petition presented, it is fortunate for the cause indeed that

he has adopted so light and frivolous a tone, for a comparison of the petition with its answer cannot but convince the legislator who is earnestly seeking the best interest of the United States of the necessity for just such revision of the patent laws as is proposed by the N. A. R. D.

THE RESPONSIBILITIES OF PHARMACY.

PHARMACISTS cannot hope to enjoy privileges without assuming corresponding responsibilities. So long as the sale of drugs was carried on at hazard by whatsoever person cared to invest his capital in a stock of drugs, regardless of any special knowledge or fitness, the responsibilities of the dealer in drugs sat lightly upon him. If by any freak of fate he should chance to sell oxalic acid for epsom salts or put up morphine when quinine was ordered, the friends of the deceased regarded the occurrence in the light of a visitation of Providence, to prevent which was without the bounds of human possibility and for which no moral or financial responsibility rested with the dealer in drugs. All this has been changed, however, with the advent of the pharmacy laws restricting the sale of drugs to qualified persons, thus establishing to a certain extent a privileged class, to whom alone is extended the privilege of dealing in drugs and poisons. With this privilege was imported a corresponding degree of responsibility. This responsibility rests upon the whole body of pharmacists, its enforcement being vested in the respective boards created under the various pharmacy laws. The measure of responsibility has steadily increased, and the pharmacist is now held accountable not only for misadventures within his own store, but for the ultimate uses to which articles purchased of him may be put.

In recognition of this increase in the responsibilities of the dealer in drugs, various laws intended to prevent the use of narcotic drugs have been enacted in several States, and in most of these the enforcement of these laws has been placed in the hands of the boards of pharmacy. As a result the members of these boards in the discharge of their official duties have been brought into direct conflict with those pharmacists who, unmindful of the moral and legal responsibility under which they rest, have endeavored to utilize their calling as a cloak for the illegal sale of narcotic drugs. The length to which these men may go in their efforts to defeat justice and to oppose the enforcement of the law by the boards seems almost incredible. In one instance which has come under our notice the men interested in the sale of cocaine prepared an imitation of the mixture which is a popular form for the sale of cocaine to habitués, but in this particular batch omitted the cocaine. It was arranged that a sample of this should fall into the hands of a chemist of the board of pharmacy, with the hope that that official would assume the presence of cocaine and thus discredit his testimony in other cases. Fortunately the chemist was a careful and conscientious analyst who, taking noth-

ing for granted, examined the powder carefully and found it to be free from cocaine. The members of the boards who have been interested in the enforcement of the law have been subjected to the most annoying petty persecutions, and persistent though unavailing efforts have been made to entrap them and their clerks into technical violations of the law in their own stores.

Those who have been called upon to administer these laws have had frequent occasions to regret, so far as their personal comfort is concerned, the fact that their enforcement has been placed in the hands of the boards of pharmacy, but, to the credit of the profession be it said, these earnest and competent officials have cheerfully submitted to the many petty annoyances, to the outrageous attacks of the unreasoning local newspapers and to the great drain upon their own time and energy involved in the performance of their duty as officers of the boards, in the hope that they might be able to banish from the ranks of pharmacy those men whose greed for gain overrides all other considerations and whose iniquitous traffic in narcotics tends to cast discredit upon the entire profession of pharmacy.

All who are engaged in this work of purification deserve and should receive the fullest measure of comfort and support from the reputable element in the trade, for this support will go far toward making amends to them for the annoyances to which they are subjected in their efforts to enforce salutary and much needed law.

SEEKING EXPORT TRADE.

WE have frequently urged upon American manufacturers the necessity for adopting the proper means if they desire and expect to secure a fair share of the trade with our neighbors to the South, and are pleased to see that the same arguments which we have presented are again set forth before the American merchant in the *Journal of Commerce*, of this city. The editor of that able journal says that: Americans who desire foreign customers may as well understand that the Government cannot get the trade for them. They have got to get it for themselves. There is no subject on which the politician is more fond of expatiating, and none on which he is more useless, than the expansion of our export trade. Congress could create more favorable conditions in some directions; the reciprocity treaties would have secured lower tariffs in many foreign countries. But the actual getting of the trade cannot be done by Congress, or diplomacy, or by the most energetic consuls. It is not a political problem at all; it is as purely a mercantile problem as the getting of business at home. Americans have got a great deal of foreign trade, and they have got it by sending capable salesmen abroad, supplying them with advertising literature in the language of the country, supplying them with goods to carry to the local dealers or to exhibit in depots, and especially in consulting the tastes, necessities and the means of the people whose patronage is desired.

In the question of advertising literature, Americans have been woefully remiss, for they have sent to Russia and to South America tons of trade catalogues printed in English, and with quantities and values given in terms wholly unfamiliar to the recipient. Such efforts are doomed to failure, but the merchants who take up the work in the proper spirit and in an adequate manner are already reaping a rich reward for their labor.

[Written for the American Druggist.]

FACTS ABOUT CIGARS.

By J. EDWARD COWLES,

Manager of the Cigar Department of Austin, Nichols & Co.,
New York.

THE finest tobacco in the world is raised in the island of Cuba, that cultivated at the western extremity, and known as Vuelta Abajo, being regarded as the best.

The kind grown east of Havana is of an inferior quality, and designated Vuelta Arriba. The celebrated Yara is grown on a plantation near the town of Santiago de Cuba.

Until recently the finest cigars were made in Havana, but so proficient have some of our workmen become that they are manufacturing cigars from imported tobacco that are in many points equal to those imported. Connecticut bears away the palm for growing the finest domestic article for use as wrappers. The leaf is destitute of thick fibers, and has a fine texture.

THE MAKING OF CIGARS

is a branch of trade entirely distinct from that of tobacco manufacture, and here we see the benefits of a division of labor, for the packing of cigars is a distinct business by itself and one calling for the exercise of considerable skill.

The leaf having been removed from the stalk, is placed upon a square cutting block and cut into gore-shaped strips. The pieces designed for filling having been bunched together, are by a dexterous movement of the hand incased in the strips. The cigar is then cut to its proper size by means of a gauge, trimmed, and afterward receives its wrapper, which is rolled around it, twisted at one end, secured by a bit of paste and the cigar is then complete, though hardly in condition to smoke.

After being made they are placed in drying closets until ready for the packer. After being packed the top of the box is branded with the name selected by the maker.

Forms or moulds are still used to some extent in the manufacturing of medium and low-priced cigars.

The fillers are put into shape by means of the forms, after which they are wrapped by hand. The hand-made cigar, however, always has the preference.

TERMS USED TO DESIGNATE STYLE, SIZE AND SHAPE.

The style, or size and shape, are indicated by terms common to all makers, and are generally stenciled on the front of the box.

The various grades of cigars are not infrequently quoted in the price-lists at different prices under one brand, the various shapes, sizes and styles being designated by the terms "Perfecto," "Concha," "Conchas Especiales," etc., which will be found on the front of all stock boxes, signifying the lengths, shapes, etc. The different terms used by cigar makers to designate shapes, sizes, colors, etc., are briefly explained below:

Concha.—The word means "a shell." Cigars so marked are 4¼ inches long.

Concha Fina.—A first Concha, or of the choicest selection.

Concha Especial.—A finer finish than a Concha, and a little larger size, principally in length, and rather more tapering at the end.

Londres.—The word means London. The cigar is so named because of its popularity in England, and on account of its shape and unusual length.

Regalia.—Designates a cigar of a finer grade of tobacco than is used for Londres or Conchas.

Regalia Comme Il Faut.—Indicates a very handsome cigar, finished in a better manner than a Concha and made from very fine tobacco; generally packed in boxes of 25 with fancy paper rings.

Damas.—A very small cigar, about 3 inches long.

Panatelas.—A long, thin cigar that has been heavily pressed.

Non Plus Ultra.—A large, handsomely made cigar from the finest tobacco.

Escepcionales.—A very large cigar.

Opera.—Small after dinner or theater cigar, about 3½ inches long.

Princessas.—A small cigar, similar but thinner than an Opera.

Colors are designated by one of the following terms branded generally on the end of the box:

Maduro.—Ripe, mature, dark.

Colorado Maduro.—Dark brown.

Colorado.—Medium, or 'tween light and dark.

Colorado Clara.—Light brown.

Clara.—Very light colored.

In the different sections of the country different tastes prevail as to color of wrapper, and in ordering in a wholesale way the importance of specifying the precise shade desired cannot be overestimated, slighted or ignored. *Clara* represents the lightest shade known in the selection of the leaf, *Colorado*

Clara signifies the next lightest color; *Colorado*, medium light; *Colorado Maduro*, medium dark, and *Maduro*, dark. The word *Oscuro* is sometimes (but seldom) used to signify very dark or black.

THE BEST METHOD OF PREPARING AND PRESERVING SYRUP OF HYDRIODIC ACID.

By A. B. RAINS.

Columbia, Tenn.

SINCE accepting this query at our last meeting the writer has given this subject as exhaustive an investigation as time and his ability would admit. Perhaps some of you may remember that in a paper read before this association a few years ago, the writer then suggested that in his opinion the U. S. P. process for the manufacture of syrup hydriodic acid was defective, in that it directed the use of alcohol, and its subsequent evaporation upon a water bath. The heat and exposure to the atmosphere during this process are unquestionably injurious, and induce partial decomposition, which is evidenced by the slight discoloration of the solution before it is sufficiently reduced.

The writer has, after experiment, employed the following method for preparing a 10 per cent. solution, or more correctly speaking, a solution just ten times the strength of the U. S. P. syrup. Since the specific gravity of this syrup is 1.313 and contains 1 per cent. by weight of hydriodic acid, the solution to prepare it must contain a little more than 13 per cent., or Gm. 13.13 hydriodic acid to Cc. 100, to impart 1 per cent. by weight to the syrup when fixed with 9 parts of it.

Our formula and process are as follows:

Potassium iodide.....	Gm. 54
Potassium hypophosphite.....	Gm. 4
Distilled water.....	Cc. 64

Mix and make solution.

Acid tartaric (crystals).....	Gm. 56
Distilled water.....	Cc. 84

Mix and make solution.

Heat both solutions to boiling and mix by pouring the solution of the potassium salts into the acid solution (otherwise the crystallization of the potassium bitartrate formed is imperfect, or an amorphous powder results), set aside for an hour, or until cool, and chill to 36 degrees F. with shaved ice and allow to remain at this temperature for some time—say, two hours—when practically all of the bitartrate will have crystallized. Filter through a pellet of absorbent cotton contained in the neck of a glass funnel, and wash the crystals of bitartrate in the flask with ice cold distilled water, and pass through the funnel until the filtrate and washings measure Cc. 350.

Cc. 10 of this solution were added to Cc. 90 of simple syrup, and Gm. 31.88 of this syrup were exactly neutralized with ammonia water, and two drops test solution potassium chromate added, and titrated with decinormal silver solution. It required exactly Cc. 25 of the silver solution to produce a permanent red color, hence the syrup contained Gm. 31.88 of hydriodic acid in Gm. 31.88 of the syrup, or 1 per cent. by weight. The solution thus prepared was white and clear and free from the yellowish cast of that made by the U. S. P. method, and remained unaltered after eight months' exposure to direct light in a partially filled flask. There are only traces of crystals of bitartrate, showing that the use of alcohol is not necessary to eliminate this. That the solution possesses the power to convert free iodine into hydriodic

¹ Read before the Tennessee State Druggists' Association, at Mont Eagle, July 15, 1903.

acid is shown as follows: One drop of iodine solution was added to about Cc. 20 of the concentrated solution of acid, which gave it a decided tinge, and it imparted a blue color to starch test solution, but after standing a few hours the iodine color was entirely discharged and the solution then gave no reaction for free iodine, showing that the iodine had been converted into hydriodic acid. The solution when freshly prepared has an odor of hydrogen sulphide, due, we think, to decomposition of traces of sulphites and sulphates in the potassium hypophosphite, which odor is entirely lost when the solution is diluted with 9 volumes of syrup.

As to the best method of preserving the syrup. As heretofore stated, we found this concentrated solution after standing eight months to show no signs of deterioration, but we at the same time prepared 1 per cent. solutions (corresponding in strength to the U. S. P. syrup); in varying proportions of syrup and water, and glycerin and water, and exposed them in partially filled bottles under the same conditions as the concentrated solution, as follows:

One per cent. solution in water, 1 per cent. solution in a mixture of $\frac{1}{4}$ water and $\frac{3}{4}$ syrup, another in $\frac{1}{2}$ water and $\frac{1}{2}$ syrup, another in $\frac{3}{4}$ syrup and $\frac{1}{4}$ water, and another in all syrup, and also in the same proportion of C. P. glycerin and water. At the same time and under the same conditions a syrup made by U. S. P. process was exposed. The sample of U. S. P. syrup now has a decidedly yellow tinge, though not so decided as the U. S. P. syrup, while all the other samples remain bright and clear.

The two discolored samples, however, give no reaction for free iodine.

We, therefore, conclude that the syrup of hydriodic acid made by this method is more stable than that made by the U. S. P. process, and that the alcohol employed in this process is worse than useless, since there is no more deposition of potassium bitartrate crystals in the one than the other. Also that the preparation will be improved in stability by using a syrup of less density than that directed by the U. S. P. for the reason that it is a well known fact that inorganic acids possess the power of inverting cane sugar, or converting it into glucose, which is darker in color and less soluble, and we think a large proportion of the discolored samples of syrup hydriodic acid are due to crystallization of glucose, particularly so if kept in a cool place. This theory is further supported by the fact that the writer has heretofore examined samples of discolored syrup hydriodic acid which gave no reaction for free iodine.

Favorite Formulas.

NEURALGIA PILLS.

Iron valerianate.....	3i
Zinc valerianate.....	3iv
Extract of nux vomica.....	3ss
Mix to form a mass. Dose, 3 to 6 grains.	

ANTI-CONSTIPATION GRANULES.

Extract of belladonna.....	3iiij
Extract of nux vomica.....	gr. xl
Extract of rhubarb.....	3iiij
Mix to form a mass. Dose, 1 to 2 grains.	

COUGH LOZENGES.

Extract of lettuce (B. P. 1885).....	3ij
Ipecacuanha root, in powder.....	3ss
Squill, in powder.....	3ss
Coltsfoot paste.....	lbs. 1ij
Mix to form a mass. Divide into 15-grain lozenges.	

CHILBLAIN LOTION.

Lead acetate.....	3v
Zinc sulphate.....	3v
Rose water, enough to make.....	3xx
Mix.	

COLLOIDAL METALS.¹

By PROF. E. A. RUDDIMAN.

Nashville, Tenn.

WITHIN the last few years two metals in the colloidal form have come into use in medicine, and through them interest in others has been awakened. Although it has been only recently that these soluble forms of medicines have been applied in medicine, they were known quite a number of years ago.

The two colloidal metals most commonly used are silver and mercury under the names of collargol and hygrol. We also have colloidal gold, silver, platinum, bismuth and cadmium.

It is a question that seems not yet to be settled whether these metals in the colloidal form are really soluble in water or not. Some writers claim that they do form true solutions and other writers claim that they are only pseudo solutions, that the metals are not dissolved, but suspended in an extremely finely divided condition, that it is because they are so finely divided that their deposition is prevented for a long period of time. In support of this latter claim, those making it say that the optical characteristics, the behavior toward electric current and action under heat, all speak in favor of suspension; that the colors of the apparent solutions permit inferences to be drawn regarding the size of the particles. The theory of suspension rather than solution seems to be gaining ground.

One writer suggests that a colloidal solution may be regarded as a step between a true solution and true emulsion; that the colloid molecule is much larger than the water molecule.

These solutions, if they are solutions, are not pure, but are generally contaminated with other substances used in reducing the metal and also with the ordinary insoluble forms of metals to which they have reverted. It seems as though the presence of these impurities tends to prevent the reversion.

COLLOIDAL SILVER.

Colloidal silver, known also as collargol, may be made in different ways. The most commonly used is the one known as Carey-Lea's method, which is as follows: Gm. 200 of a 10 per cent. silver nitrate solution are treated with a mixture of Cc. 200 of a 30 per cent. ferrous sulphate solution with Cc. 280 of a 40 per cent. sodium citrate solution to which has been added Cc. 50 of a 10 per cent. sodium hydroxide solution. The beautiful lilac colored precipitate is transferred to a filter when it becomes blue and is freed from mother liquor by exhaustion with an air pump for half an hour. The precipitate is then washed from the filter and dissolved in water. From a certain strength solution in water it is precipitated by absolute alcohol.

Another method is to pass an electric discharge between two silver poles immersed in water, the cathode being disintegrated giving a solution of the metal.

Colloidal silver is said to contain 99.7 per cent. silver, but the analysis of one sample showed the presence of only 25.2 per cent. soluble matter. It is soluble in water giving a clear dark brown solution, it is somewhat soluble in alcohol, giving a chlorophyl green color by transmitted light. The aqueous solution is not very stable under some conditions, reverting back to the insoluble form, but the claim is made that if it is preserved in well closed vessels it will keep for months. Decomposition is indicated, if, on pouring some into distilled water, the water becomes cloudy and of a silver-gray color. It is not precipitated by albuminous fluids or by

¹ Read before the Tennessee State Druggists' Association, at Mont Eagle, July 15, 1903.

sodium or hydrochloric acid when in the presence of albumen.

COLLOIDAL MERCURY.

Colloidal mercury, or hygrocol, is made as follows: A very dilute solution of mercurous nitrate is poured, under constant stirring, into an equally dilute solution of stannous nitrate. Both solutions may contain only so much free acid as will prevent the precipitation of any basic salt. A deep brown fluid results. A decided excess of stannous nitrate must be used, otherwise the colloidal mercury readily changes. A concentrated solution of ammonium citrate is added, whereby colloidal mercury is salted out, the brown color of the solution changing to a black and a fine black precipitate deposited. Neutralization is then affected by ammonia. After precipitation has been completed the supernatant fluid is decanted and the residual soft mass exposed in a vacuum dessicator over sulphuric acid until dry. Made in this way it contains some tin which at present cannot be removed without injuring the stability of the preparation.

It cannot be obtained by means of ferrous sulphate, as is silver, nor by formaldehyde, as is gold.

It is described as occurring in various sized grains or in powder, of a dark, brownish-black, metallic color, fairly soluble in water (though often not completely so), insoluble in alcohol or ether. The aqueous solution is neutral, dark colored, transparent to transmitted light, strongly fluorescent by reflected light, noncaustic. The metal is precipitated from its solution by acids, bases, salts of the heavy metals and alkaline earths. Albumen is not precipitated and tends to prevent the precipitations noted above. Reducible metallic chlorides, as mercuric chloride, are reduced when added to solutions of colloidal mercury. Calomel thus produced remains in solution, the solutions used being dilute.

Some samples have been found to contain as low as 76 per cent. of mercury and as high as 7 per cent. of tin besides small quantities of nitrates and citrates.

In making an ointment, colloidal mercury should be dissolved in a little water, as too vigorous trituration transforms it into the insoluble form.

COLLOIDAL GOLD.

Colloidal gold may be made by taking Cc. 25 of a solution of Gm. 0.6 of auric chloride per liter and diluting with Cc. 100 of water; to this is added Cc. 0.2 of a normal solution of potassium carbonate and the mixture boiled. While boiling it is removed from the flame and there are added to it Cc. 4 of a solution of one part of freshly distilled formaldehyde with 100 parts of water. The solution changes from a bright red to a deep red color. By varying these directions a purple, violet or blue black color may be produced. The solution can be concentrated by dialysis and in making it success largely depends on the purity of the distilled water. Ordinary gold is soluble to the extent of about 11,000,000 of water, but its colloidal form requires about 1,250 parts of water. On addition of neutral salts, acids or fixed alkalies the beautiful red changes to blue, excess of alcohol changes the red color to blue.

Colloidal gold may also be made by means of an electric discharge between gold poles immersed in water. A reddish purple or dark blue solution is thus obtained which will keep for months. The gold may be separated by freezing.

COLLOIDAL BISMUTH.

Colloidal bismuth may be obtained as follows: If 2

parts of bismuth tartrate be dissolved in 600 parts of water with the aid of potassium hydrate a little tartaric acid, and to this solution $1\frac{1}{2}$ parts of stannous chloride in potassium hydroxide solution is added, a clear, brown liquid is obtained. The metal can be salted out, but only partially dissolves in water, which seems to indicate that the metal soon changes back to the ordinary form.

COLLOIDAL CADMIUM.

Colloidal cadmium may be obtained by passing an electric arc of 5 to 10 amperes and 30 to 40 volts between two rods of cadmium immersed in air free water. The solution thus obtained is deep brown and oxidizes in a few hours on contact with air, but if kept from air it may be preserved for a long time. The addition of a little gelatin is said to preserve it.

Colloidal platinum may also be obtained by the electric discharge.

As stated before, only two colloidal metals are used in medicine, silver and mercury. Great claims are made for these as antiseptics, but whether they will hold a place in regular medicine remains to be seen.

The Determination of Eugenol in Clove Oil.

The recently revised method of Prof. H. Thoms, Ph.D., for the determination of eugenol in oil of cloves, is given in translation in the *Chemist and Druggist* for October 3, 1903:

Five grams of clove oil is heated on the water bath with 20 Cc. of 15 per cent. soda solution for half an hour. After complete separation of the hydrocarbons, the solution of eugenol in the soda is run off through a separator, and the caryophyllene is washed twice with soda solution, the washings being added to the eugenol solution. This is now treated with 6 Gm. of benzoyl chloride in the usual manner, the reaction being completed on the water bath. The crystalline mass is filtered off when cold and transferred to a beaker with 50 Cc. of water. It is then melted, well agitated to wash it, and allowed to cool again. This washing with 50 Cc. of water is repeated twice. The mass is then transferred to a beaker with 25 Cc. of 90 per cent. alcohol, and warmed till solution is complete. The beaker is then allowed to stand until the bulk of the benzoyl eugenol has crystallized out in fine needles. It is next cooled to 17 degrees C. and filtered through a paper (9 Cm. diameter) previously tared. The filtrate will measure about 20 Cc., and a small further quantity of alcohol is poured through to make the filtrate up to 25 Cc. The paper and benzoyl eugenol are then transferred to a weighing glass, dried at 101 degrees C., and weighed. The allowance for 25 Cc. is 0.55 Gm. of benzoyl eugenol, which must be added to the actual weight.

The total eugenol in the clove oil, both free and combined, is thus determined. The formula for calculation is:

$$P = 4.100 \frac{(a + 0.55)}{67b}$$

where P is the percentage of eugenol, a is the weight of benzoyl eugenol actually found, and b is the weight of clove oil used.

To demonstrate the accuracy of this process the author made up several mixtures, of which a typical one was the following: 0.7 part of eugenol, 3 parts of caryophyllene, 0.5 of benzoyl eugenol, and 1 of acet eugenol. On analysis this gave 70.44 per cent. of total eugenol.

RETAILERS BEFORE THE PRESIDENT.

National Association of Retail Druggists Ask Support of President Roosevelt in Their Stand for a Revision of the Law Pertaining to Medicinal Chemicals—Papers in the Case Referred to the Commissioner of Patents Who Argues Against the Plea of the Association—An Important Contribution to the Phenacetin Controversy—Text of the N. A. R. D.'s Appeal to the President and the Reply of the Commissioner of Patents.

AT the hearing and reception accorded to the special committee of the National Association of Retail Druggists by President Roosevelt on Tuesday, October 6, the subjoined statement was submitted in writing by B. E. Pritchard, chairman of the committee:

Appeal of the N. A. R. D. to President Roosevelt.

To His Excellency, Honorable Theodore Roosevelt, President of the United States:

SIR,—We have the honor of appearing before you as the representatives of the National Association of Retail Druggists for the purpose of submitting to you for your consideration an account of the unjust features of the present Trade-Mark and Patent laws, in so far as they affect the pharmaceutical trade of this country. We trust that the very apparent evils that have resulted and are continuing under the present law, will furnish a compelling and unresisting argument to you of the urgent necessity to revise the existing Trade-Mark and Patent laws, so that the ends of fairness and justice may be forwarded and secured. Our objections are based against the unjust features, as follows:

1. Of the Patent laws, in that they grant:
 - (a) monopolies on the drug itself, thereby stifling invention and encouraging exorbitant prices.
 - (b) too liberal concessions to foreigners.
 - (c) their laxity.
11. Of the Trade-Mark laws, in that they grant:
 - (a) trade-marks on the name of the article patented.

1. Patent laws.

(a) The present Patent laws are supposed to grant a limited monopoly to the inventor as a reward for the new good that his ingenuity and labor has conferred on the people at large; often this reward is out of proportion to the deserts of the inventor, for by granting Letters-Patent on the article itself and not on the process of manufacture only, we stifle the inventive energy of this country, and deprive the community of the additional benefit that would thereby accrue by reason of the cheapness and improvement of the article itself, through the discovery of improved and more economic methods of manufacturing; hence the monopoly is too extensive and stimulation of personal greed results as opposed to the general good. The classes and not the masses are directly and indirectly benefited, exorbitant prices are demanded and exacted. An illustration of this fact may be adduced from the well-known medicinal remedy, antipyrine which, when under the protection of our Patent laws that throw too many safeguards around the article instead of the process of manufacture, retailed for one dollar and a half (\$1.50) an ounce, but after expiration of the patent, the same article may be bought for eighteen cents (\$.18) an ounce.

(b) Foreign countries—viz.: Argentina, Austria, Belgium, Bolivia, Denmark, France, Germany, Hungary, Italy, Japan, Norway, Portugal, Russia, Sweden, Turkey, Uruguay do not grant patents on medicinal preparations and chemicals; some grant the patent on the process only—not on the product; surely our country, which makes the proud boast of encouraging and protecting home industry, should not be less solicitous of its citizens' welfare than are the countries already enumerated. Some of these countries compel the inventor, as a condition upon which the patent is granted, to manufacture the article within the confines of the country that grants the Letters-Patent; we do not, and the result is that an article patented in this country may be manufactured in another country, and imported, much to the detriment of our home industries; here again the general good is ignored and private gains augmented. Protection to other industries have produced such good results that to-day they are exporters instead of importers, while in the drug industry the opposite obtains, owing to the fact that our Government grants by the present laws, more concessions to foreign countries than they will give to us.

(c) It is a notorious fact that many Letters-Patent are granted on drugs and chemicals that cannot substantiate their claims of conferring additional good on mankind. This is due to the laxity of our present Patent laws, and, owing to the failure of proper investigation and experimentation being instituted to attest these claims, the average time given to the consideration of an application is not sufficient to fully establish the merits or demerits of the invention.

The remedy we desire is:

First. That adequate time be given to investigate the merits claimed by the inventor, so as to demonstrate that it is novel and thereby confers additional good on the country at large.

Second. Patents should be granted on the process only—not on the product.

Third. Articles made according to the process patented must be manufactured in this country.

Fourth. No foreigner be granted greater privileges in this country than are given to him by his own.

As an alternative for Second, we desire that the revised Patent laws forbid the granting of Letters-Patent of medicines, as that term is understood in the art of healing.

TRADE-MARKS.

The predominant iniquity of our present Trade-Mark laws is that they secure to the owner a too exclusive right to the name of the article. This name might be a word coined by him, or one or a combination of two or more words in ordinary usage; they allow possessors of patents to continue the life of the monopoly granted by the Letters-Patent by claiming a perpetual protection by reason of their registered trade-mark or trade-marks.

Remedy:

(a) No trade-mark be granted on a name or combination of names coined or otherwise.

(b) That the trade-mark rights be confined entirely to brands, symbols, signs and devices.

In conclusion we cannot too strenuously emphasize our objections to the injustice of granting patents on the product instead of the process, and of trade-marking the name instead of the sign, symbol or device as distinguishing the brand. "Charity begins at home;" under present Patent and Trade-Mark laws, we have gone abroad to dispense good, that we should have, to foreigners who will not grant to us equal, if not similar, benefits. The reciprocity that now obtains puts us at the mercy of the foreign manufacturer; most exorbitant prices are demanded and received against which the present laws contain no remedy. We trust that after due consideration of the subject you will more fully appreciate the great public importance of a revision of these laws and give a formal expression of approval on behalf of the much needed revision.

We ask this as the representatives of thirty-eight thousand (38,000) retail druggists of the United States who voice their wishes with the power that unity of organized effort gives, and are determined to agitate these measures for relief until Congress shall see the justice of their demands.

The foregoing statement, having been referred by the President to the Commissioner of Patents for consideration, elicited the following report from the Commissioner, which, it will be noted, is not at all friendly to the contention of the retail druggists:

Report by Commissioner of Patents Allen.

DEPARTMENT OF THE INTERIOR, UNITED STATES PATENT OFFICE,

WASHINGTON, D. C., October 10, 1903.

To the President, White House, Washington, D. C.

SIR: I have the honor to acknowledge the receipt by your reference of the 6th instant of the papers presented to you by the representatives of the National Association of Retail Druggists, in which they suggest for your consideration certain features of the present patent and trade-mark laws which they think require amendment and characterize as unjust in their effects upon their trade.

In the argument presented by this association their representatives urge the necessity for amendment of the patent and trade-mark laws in several directions, and state their objections to the so-called unjust features of the present laws. An examination of this argument shows that their principal objection is to the granting of American patents for products, claiming that although processes by which products are made may properly be protected, patents should not be granted for the products, the specific instance which appears to have influenced this association in reaching this conclusion being the grant of an American patent on the chemical product called phenacetine, which they claim is sold at too high a price in this country.

because it is protected here as a product and because since its first manufacture it has been found possible to make it by other processes, whereby, these various processes only and not the product having been patent in Germany, under the German patent laws, the resultant competition has made the article cheap in that country, while in this country it is a monopoly, by reason of the grant of a patent for the resultant product.

The answer to this contention is that the Congress has been given power by the Constitution to promote the progress of science and useful arts by securing for limited times to inventors the exclusive right to their discoveries. (Constitution, Article 1, section 8, subdivision 8.) The statutes passed by Congress pursuant to this constitutional power have been made as broad as the right conceded by the Constitution to inventors in their discoveries, and section 4,886 of the Revised Statutes provides that:

Any person who has invented or discovered any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvement thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceedings had, obtain a patent therefor.

This statute, in thus stating what subject-matters of invention may be secured by letters patent, defines patentable inventions in terms not less broad than the complete field of invention. This phenacetine patent is for a composition of matter within the classification of Section 4,886. It was the intention of the framers of the Constitution to secure the products of the inventive genius to their creators, and in carrying out this intention it has not been the purpose of Congress, as expressed in this statute, to limit the field. Upon this statute and its predecessors of equal breadth the patent system of the United States is founded and has been developed. The result of the system has been to aid in the development of the industrial arts. The continuous and ever-increasing growth of this system is the best argument which can be made in its favor.

Now referring to this particular case, we find the National Association of Retail Druggists not a charitable institution, but composed of those who buy and sell and get gain in retailing drugs, objecting to the protection given by this system to the inventor of phenacetine, because of the price which the owner of the exclusive privilege to make phenacetine in this country forces upon them. There is but a single answer to this contention: If the article is not worth the price, do not buy it; if it is worth buying at the high price of which they complain it is probable that the inventor will receive the reward for his invention which the authors of this law contemplated and to which he is richly entitled as the inventor of so great and useful an invention. It must always be remembered, in the consideration of any question of this sort, that no one is forced to use a patented invention. If the new invention is undesirable it may be let alone. If anybody wishes to thresh grain with a flail to-day he may do so, or if he prefers to use the sickle rather than the harvesting machine that privilege cannot be denied to him.

This particular patent to which the objection of this association is directed, I have identified as a patent issued to Oskar Hinsberg, of Barmen, assignor to the Farbenfabriken, vormals Fr. Bayer & Co., of Elberfeld, Germany, March 28, 1889, No. 400,086. This patent will expire in about two years and a half, or seventeen years from its date, and after that time this valuable product, first produced by this inventor—so valuable that it is reported to be sold for the price of \$1 an ounce—will become public property to all the people of the United States, who will then enjoy forever afterward the invention for which they have been indebted to this inventor, and he will have received for this contribution to the public knowledge what he could make from the enjoyment of the exclusive privilege to use his own invention during the seventeen years that his patent endured. If his invention was of little consequence he would undoubtedly receive little; and if his invention is so valuable that this product can be marketed at the rate of \$1 an ounce, it is to be hoped that he will profit richly in having conferred upon the public so great a benefit as this useful product.

The foregoing thought is fundamental in our patent system, that the inventor will enjoy such measure of remuneration for the bestowal of his invention upon the public as its merits will justify during seventeen years, in which he may exclusively control it, this being the compensation of the inventor for his invention, which afterward will belong to the public. I believe the law in this respect is wise and beneficent and needs no amendment.

The second objection of the Retail Druggists' Association is that our system of law makes too liberal concessions to foreigners, and by that is meant that while a German can obtain, as in this case, a patent for a product in this country, he can only obtain in Germany a patent for the process by which his product is made. This matter is controlled at the present time by the provisions of Article II of the Convention for the Protection of Industrial Property, concluded at Paris, March 20, 1883, ratified by the President of the United States on March 29, 1887, and proclaimed on June 11, 1887. Article II of this convention is as follows:

The subjects or citizens of each of the contracting States shall enjoy, in all the other State of the Union, so far as concerns patents for inventions, trade or commercial marks, and the commercial name, the advantages that the respective laws thereof at present accord, or shall afterward accord to subjects or citizens. In consequence they shall have the same protection as these latter, and the same legal recourse against all infringements of their rights, under reserve of complying with the formalities and conditions imposed upon subjects or citizens by the domestic legislation of each State.

By the provisions of this convention, to which the German Government gave its adherence upon March 21, 1903, to take effect from May 1, 1904, it was provided that the citizens of each of the contracting States should enjoy in all the other States of the Union, in these matters of inventions, the advantages that the respective laws thereof accord to their own subjects or citizens. But it is to be noted that since 1836 our statutes have not limited the right to protection of inventions to American citizens, but have permitted foreigners to avail themselves of the benefits of our legal system for the protection of their inventions, as well as our own citizens. If this statute in earlier days was too liberal in its terms, in that a foreigner could obtain a broader patent in America than his own country would give him, nevertheless, since the International Convention of 1883, no narrower statute would fill the measure of our international obligations, and it is not to-day too broad.

The representatives of the National Association suggest that certain countries do not grant patents on medicinal preparations, and that some of them have laws requiring working of inventions within their limits, with penalty for the non-working of annulment of the patent. No such system of working has been considered proper to be introduced into our system of law, since it assumed its modern form in the statute of July 4, 1836. The objections to requirements of working are manifold, and it is thought unnecessary to enter into a particular discussion of them for this present purpose. As to the exclusion of any particular subject matter of invention from the field of protection of the law, I believe it would be harmful to the art in question and that it would deprive the inventor of a privilege intended to be conferred upon him by the Constitution of the United States and at present secured by the existing laws.

The last objection made by the representatives of this association is to the alleged laxity of our patent laws. It is difficult to understand just what is intended by this loose phrase, but the writers speak of the failure of proper investigation in regard to these claims, owing to insufficient time given to the consideration of applications. If this may be construed as an argument that if the Patent Office had more examiners it would be able to search more carefully in the arts, and on that account the number should be very materially increased, it would precisely meet my own views.

The representatives of the association say that the remedy they desire is:

First: That adequate time be given to investigate the merits claimed by the inventor, so as to demonstrate that it is novel and thereby confers additional good on the country at large.

Second: Patents should be granted on the process only—not on the product.

Third: Articles made according to the process patented must be manufactured in this country.

Fourth: No foreigner be granted greater privileges in this country than are given him by his own.

As an alternative for second, we desire that the revised patent laws forbid the granting of letters patent of medicines, as that term is understood in the art of healing.

As to the *first* remedy, I am of the opinion that no change in the law is required, excepting such as will increase the working force of the Patent Office. As to the *second*, I should think that the constitutional privilege should not be abridged by statute. As to the *third*, I should think it exceedingly undesirable, for reasons which have thus far kept such requirements out of our statutes. As to the *fourth*, I should think

this could never find expression in law, because of our international obligations. As to the *alternative* for the second proposition, I think it is as bad as the latter, and also that it covers a vague field.

The representatives of the National Association of Retail Druggists next pass from their consideration of the patent law to that of the trade-mark law. I quote their language:

The predominant iniquity of our present trade-mark laws is that they secure to the owner a too exclusive right to the name of the article. This name might be a word coined by him, or one or a combination of two or more words in ordinary usage. They allow possessors of patents to continue the life of the monopoly granted by the letters patent by claiming a perpetual protection by reason of their registered trade-mark or trade-marks.

As to this objection, I can only say that it is founded upon an absolute misapprehension of the law of this subject, and I refer to two cases decided by the Supreme Court of the United States in regard to this matter—the *Singer Mfg. Company vs. June Mfg. Company*, 163 U. S., page 169, and *Holzapfel's Compositions Company vs. Rahtjen's American Composition Company*, 183 U. S., page 1. These cases are authority for the statement that when a patented article becomes public, by the expiration of the patent, the right to use the title descriptive of the article manufactured becomes public also and can no longer be defended as a trade-mark.

As to the subject matter of trade-mark protection, the federal statutes cover trade-marks valid by the common law, and this field should remain thus broad, in my opinion.

In conclusion, I will call attention to the fact that this attack upon the law, made by the representatives of the National Association of Retail Druggists, who state that they represent 38,000 retail druggists of the United States, is one of a class of attacks which will often be met, and that a similar question was presented in behalf of the representatives of a dental organization claiming to represent many thousands of dentists, whose complaint was argued before the committees of Congress last winter. In each of these cases the commercial plans of the interested individuals appear to have been interfered with, and although in each case suffering humanity was pointed out as standing closely crowded behind their claims, and in whose interest alone the arguments were supposed to be made, the conclusion reached was that it was a commercial proposition and did not require any change of law. The perfect remedy for an exorbitant price will be found in a moment—by letting the article alone. But if its great value makes its use desirable, the price should be paid and the view carried cheerfully forward to the time, two years and a half ahead in this instance, when this valuable product will by operation of law become the property of all the people of the United States.

The papers accompanying your reference are returned herewith.

Very respectfully,

(Signed) F. I. ALLEN,
Commissioner.

Bill Proposed by the Committee.

The committee presented the following copy of a bill which it was hoped would be enacted by the next Congress.

An Act amending the patent laws of the United States.

Be it enacted by the Senate and the House of Representatives of the United States of America: That section 4,886 of the Revised Statutes, as amended by act of Congress approved March 3, 1897, be and the same is hereby amended by adding thereto the following sentence: but no patent shall be granted upon any medicinal preparation, chemically or otherwise produced, as an article of manufacture. So that the section, as amended, shall read as follows: Any person who has invented or discovered any new and useful art, machine, manufacture or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country before his invention or discovery thereof, or more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law and other due proceedings had, obtain a patent therefor, but no patent shall be granted upon any medicinal preparation, chemically or otherwise produced, as an article of manufacture.

Sec. 11. That this law shall take effect and section 1, amending section 4,886 of Revised Statutes, as amended by act of Congress approved March 3, 1897, and shall not apply to any patent granted prior to said date, nor to any application filed prior to said date, nor to any patent granted on such application.

The Composition of "Force."—According to the *Zeitschrift f. Zolwesen u. Reichsst.*, 1902, p. 187) the dry, flocculent product made in America is obtained simply by the use of great heat from malted barley and wheat. The published analysis says that it contains 96 per cent. of maltose, 23.29 per cent. of dextrin and 33.06 per cent. of starch. (*Pharmaceutische Centralhalle*, August 27, 1903.)

NEW REMEDIES.

Menthyl-Camphorate.—This product has been obtained by Liotard (*Nouveaux Remèdes*, June, 1903, p. 244) in the form of a white pasty substance which is insoluble in water, but soluble in alcohol, ether and fixed oils. Menthyl camphorate melts at 87 degrees C. and does not decompose in cold water. This decomposition takes place in hot water, and menthol is liberated. It is an antiseptic and is recommended in consumption in the form of pills or wafers.

Beta Naphthol Eucalyptol.—This compound occurs in the form of white, silky needles, soluble in the solvents of the two constituents, notably in alcohol and ether. Eucalyptol-beta-naphthol is also soluble in carbon disulphide. In alcoholic solution a maroon color was produced by sodium hypobromite, while with beta-naphthol a yellow color is obtained. A reddish color which does not change into violet is obtained on the addition of nitric acid. (*Nouveaux Remèdes*, June, 1903, p. 244.)

Amyrol.—This is an isomer of santanol, the extract from the oil of sandalwood from the East Indies. It occurs as a white viscous liquid, with a specific gravity of between 0.980 and 0.982, and a boiling point of 300 degrees C. While santanol does not give any color reaction with chloroform and bromine, nor with a saturated solution of chloral in hydrochloric acid, amyros, on the contrary, is colored green by the former and violet by the latter. (*Nouveaux Remèdes*, June, 1903, p. 243.)

Thymyl Trichloracetate.—Liotard (*Nouveaux Remèdes*, June, 1903, p. 243) obtained this remedy by heating thymol and trichloroacetic acid. A liquid is formed in that way, in which the excess of thymol precipitates in platelets, while later the trichloracetate is deposited in the form of granules. The addition of a little water suffices to hasten the solidification. The product is insoluble in water, soluble in alcohol and ether, and on being heated with caustic soda solution a color reaction is produced which shows the presence of chloral and of thymol. The product melts at 44 degrees C.

Iodine-Eugenol.—A compound of iodine and eugenol is obtained by the same procedure as a compound of thymol and iodine (aristol) can be formed (Liotard, *Nouveaux Remèdes*, June, 1903, p. 244). Eugenol is a phenol like thymol. The combination takes place without the development of heat. This compound of eugenol is a yellowish powder with a faint odor of eugenol, insoluble in water, slightly soluble in alcohol, soluble in ether, in fixed oils and in soda lye. Its melting point was found to be 78 degrees C., and at that temperature it emits the vapors of iodine. It is a more energetic disinfectant than thymol iodide, and is used in infected wounds, lupus and cancer.

Toncit is a toning and fixing compound in the form of paper, which, if added to water, will at once make a toning and fixing bath which will remain free from mold. A piece of toning paper of the size of the print to be toned is placed in a dish which contains so much lukewarm water that the paper is completely covered, and the print is next placed over it face upward. The picture is then toned in the usual manner for about fifteen minutes. If several prints are to be toned the same number of sheets of toncit paper are to be placed in the dish, or these papers are to be soaked for ten minutes in lukewarm water, and the bath so prepared is used to tone and fix the prints. As the paper contains enough gold and silver salts to tone one print, the danger of overtoning is removed, even if the photographer should be otherwise engaged and does not watch the prints.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Artificial Oil of Jasmine.—Heine & Co., of Leipzig, have patented a method of making artificial oil of jasmine by mixing 0.55 kilogrammes of benzyl acetate, 0.15 kilogrammes of linalyl acetate, 0.10 kilogrammes linalool, and 0.20 kilogrammes of benzylalcohol (*Zeitschrift für Angewandte Chemie*, 1902, 72). The ethereal oil of jasmine is made ordinarily from the flowers, of which 1,000 kilogrammes furnishes 1 kilogramme of the oil, which is worth 3,000 marks (\$750).

A New Method of Rendering Corks Impervious.—Helbing has patented a method whereby a cork could be made perfectly impervious, although defective at the start. This object has been sought in various ways—e.g., by coating with paraffin, by covering with a solution of rubber, etc. The new method is simply to soak the cork in a solution of casein and then to harden the whole in a formalin solution. By this method the cork retains its elasticity and becomes impervious to fluids, and does not communicate its taste to fluids.

Toxicity of Tung Oil.—J. Hertkorn calls attention (*Chemiker Zeitung*, 27, 635) to the fact, which appears to have been overlooked, that Chinese wood oil, or tung oil, produces severe ulceration when brought into contact with the skin. Several instances have occurred in which careless handling of the oil has been followed by the formation of ulcers. Notwithstanding this, several patents have been taken out for the employment of tung oil in cosmetic preparations, an application for which it is totally unsuited.

Acute Alum Poisoning.—Kramolik relates a case in the *Pester medicinisch-chirurgische Presse* (1902, No. 11, p. 242) in which a man aged thirty years swallowed a 10 per cent. alum solution which he had prepared as a throat gargle. The mouth and throat of the patient did not present any signs of irritation, but he vomited 39 times within 48 hours. The vomit and the urine contained blood, and the patient was ill for about twelve days. This occurrence illustrates the fact that care should be taken how alum is recommended as a gargle without specific directions.

Difference Between Natural and Artificial Barium Carbonate.—According to *Nouveau Remèdes* (August 8, 1903) there are two kinds of barium carbonate in commerce. One is the natural barium carbonate derived from witherite, and is generally pure. The other is obtained by precipitating a solution of a barium salt with carbonic acid. The latter kind always contains impurities derived from the source of the product—i.e., as a rule, sulphides and sulphates. If this barium carbonate be treated with hydrochloric acid, an insoluble residue will remain in the shape of barium sulphate, which is easily recognized by analytical processes. As regards the sulphides, a simple piece of paper soaked in lead subacetate will suffice to detect them.

Radium Emanations.—Prof. E. Rutherford communicates to *Nature* a note in explanation of the phenomena of radio activity. He concludes that the radium emanation is the active principle of radium, for about three-quarters of the activity of radium is due to it. Thus a large proportion of the radiations from radium is a direct result of the changes occurring in the very minute amount of matter constituting the radium emanation. If ever 1 Cc. of the radium emanation can be collected at one spot, it will exhibit some remarkable properties.

The powerful radiations from it would heat to a red heat, if they would not melt down, the glass tube which contains it. This very rapid emission of energy, in comparison with the amount of matter producing it, would continue for several days without much change, and would be appreciable after a month's interval. The very penetrating rays from it would light up an x-ray screen brilliantly through a foot of solid iron.

Ergotinine for Hypodermic Use.—Baroni (*Bollettino Chimico-Farmaceutico*, August, 1903, p. 516) describes a method of making a hypodermic solution of ergotinine which is perfect in every respect, according to his experience. He found that the various methods given for this purpose were unsatisfactory for one reason or another, and devised the following formula:

Crystallized ergotinine.....	10 mg.
Tartaric acid	10 mg.
Equal parts of glycerin and water, by weight....	0.5 cc.

The ergotinine and the tartaric acid are to be triturated with alcohol, and the water and glycerin are to be added until the solution is perfect. This solution is clear, slightly greenish in color, with a bluish fluorescence. The filtered liquid contains 1 milligramme of ergotinine to each cubic centimeter. The bottle is closed and the contents are sterilized in steam. If the amorphous ergotinine be used, instead of the crystal line, an insoluble residue is left, and therefore it is better to use the crystalline product.

The Amount of Oil in Pumpkin Seeds.—According to Graham, whose authority has been undisputed heretofore, the amount of oil in pumpkin seeds ranges from 20 to 25 per cent. Strauss (*Chemiker Zeitung*, 1903, p. 527) found that this amount was much larger, about 37 per cent. On removing the skins the percentage reaches 47 per cent. In the factory process after one pressing there remained 10 or 11 per cent. of oil in the press cake. Probably the reason why Graham's statements have not been corrected before was that this oil is made in Hungary in small quantities, and that there were no proper facilities for manufacturing it. The iodine figure of this oil was found to be from 116.5 to 120.5, and the product has an intense reddish-green color which is very indifferent to bleaching substances, to sulphuric acid, chlorine, ozone and sulphurous acid. After repeated treatment with sodium hydrate solution, a light yellow oil is obtained, but too much is lost in the saponification.

A New Apparatus for Filling and Sealing Wafers Containing Powders.—Hell & Co., of Vienna, have devised an apparatus for the convenient, rapid and secure filling and sealing of wafers, especially when hygroscopic powders are used. The apparatus consists of a solid plate in which are the depressions for the lower halves of the wafers. A hinged cover is provided on either side of this plate, and in these covers are openings corresponding to the concave side of the wafer's covering. The apparatus is so constructed that any size of wafer in the three usually employed may be closed with it. The lower halves of the wafers are placed in the middle plate, and covered with one of the hinged covers, through the openings of which the powder is filled into the cavities of the wafers. The coverings of the wafers are next placed in the openings in the other hinged plate, the opposite hinged plate is raised, that containing the wafer covers is lowered over the powders in the concavities of the wafers, and the other hinged cover is firmly pressed over the whole, sealing the

wafers without moistening them. The ready wafers are then removed with the fingers. These wafers do not open spontaneously nor do the powders leak through. In making larger quantities a funnel may be used for filling the bases of the wafers with powder, and a thimble can be employed to measure the amount of powder desired. The dry sealed wafers should be kept in a cool but not too dry place. (*Pharmaceutische Centralhalle*, August 13, 1903).

The Preparation of Syrup of Raspberries.—Noerr (*Süddeutsche Apotheker Zeitung*, 1903, p. 446) gives the following process for making an excellent syrup of raspberries: The crushed fruit is pressed, and the juice is mixed with 2 per cent. of sugar; the mixture is allowed to ferment in a bottle that is filled three-quarters full. A bent glass tube is introduced into the cork, and the outer end of this tube is attached to a rubber tube which reaches to the depth of 1 centimeter into a bottle partly filled with water. After about four hours the fermentation begins, and usually ends in about ten days. This is recognized from the fact that on shaking the bottle bubbles of gas no longer escape from the surface of the fluid. The juice is then filtered. The first portions of the filtrate must be poured back several times until a clear filtrate is obtained. The sugar to be used in the preparation of this syrup should be macerated in the juice for half a day, and the solution is completed by boiling once only. The syrup is then strained and is poured into bottles. The best receptacles for the syrup are glass bottles holding 10 liters each, though if larger amounts are required casks may be employed. The fermentation had better be conducted in a room separated from the laboratory.

Salt-peter in Meat.—Orlow, of Moscow, has studied the effect of the addition of salt-peter to sausages and hams, which is extensively practiced by packers for the purpose of giving their products a good color and preserving them. (*Revue Internationale des Falsifications*, 1903.) If meat be cooked with salt-peter there is no change in color, but if the same meat be cooked with potassium or sodium nitrite, we always get the attractive coloring of the shops. It is probable, therefore, that by a but little known process the nitrate is converted into nitrite, and that meat in contact with this nitrite is colored red. On examining such meats they are always found to contain nitrites. These substances, however, in doses exceeding from 0.050 to 0.150 gramme are toxic, producing methæmoglobin, enfeeblement of the brain and irritation of the digestive organs. In these meats there is, therefore, contained more nitrites than the maximal doses given in medicine, for an average of 0.12 gramme per 100 is found in such meats. The formation of nitrites takes place within the meat itself, for it takes some time to change from nitrate to nitrite. The latter preserve the meat, and another proof of this is that in the meats that spoil readily the amount of nitrites is either very small, or there are none at all. A meat that does not contain enough nitrites, therefore, may be considered as suspicious.

To Discover the Presence of Lead and Other Heavy Metals in Water.—Frerichs (*Apotheker Zeitung*, quoted in *Nouveau Remède*, August 8, 1903), describes the following method of discovering the presence of lead in water. It is well known that purified cotton has the property of fixing within its meshes the smallest traces of lead or of other heavy metals dissolved in water. By applying this principle to the examination of water, one can detect such small amounts as one part of lead in ten millions of water, although hydrogen sulphide does not reveal the presence of such small amounts. If the presence of lead in water is to be determined, it is only necessary to pass this water through a system of glass tubes

which are narrowed at one end and filled with cotton, the tubes communicating with one another by means of perforated corks. The water may be driven through if necessary by means of an air pump. If the water from a faucet is to be examined, all that we have to do is to attach this system of tubes to the faucet, and to pass the water through for a sufficient length of time to collect the lead on the cotton. The filters are then treated with a solution of acid capable of dissolving the lead or other heavy metals in the cotton, and the metals are then tested for in the ordinary way from these solutions. This system of filtering may even be used for the purpose of removing metallic admixtures from water intended for drinking purposes.

Empyroform.—According to Sklarek (*Therapie der Gegenwart*, July, 1903), empyroform is a combination of tar and formaldehyde obtained by condensation. It occurs as a brown non-hygroscopic powder, of faint odor which does not resemble that of tar. It is insoluble in water, but is easily soluble in caustic alkalies and still more easily in chloroform. On heating it liberates formaldehyde. It is said to be a very valuable remedy in eczema and other skin diseases. It is used in the following forms: Empyroform and petrolatum from 1 to 50 per cent.; empyroform and Kaposi's "Unguentum vaselini plumbicum," 10 or 20 per cent.; empyroform zinc paste, from 5 to 20 per cent., and empyroform paste, 25 per cent., as follows:

Empyroform,	Parts.
Starch	aa. 25.0
Petrolatum	ad. 50.0

It may be used as a drying varnish, e.g.:

Empyroform	Parts.
Talcum	15.0
Glycerin	aa. 10.0
Distilled water	20.0
Alcohol and water, of each	10.0

The tincture of empyroform has the following composition:

Empyroform	Parts.
Chloroform	5.0 to 10.0
Tincture of Benzoin, of each	50.0

A Test for Blood in the Urine.—Rossei (*Pharmaceutische Centralhalle*, quoted in *Nouveaux Remèdes*, 1903, p. 351) gives the following method of detecting the presence of blood in the urine. The urine is strongly acidified with acetic acid and is then shaken with its own volume of ether. If the separation of the ethereal layer is difficult on account of the presence of much albumin, foam, or the formation of an emulsion, the test tube is placed in ice, or a few drops of alcohol or acetic acid are added. The ethereal extract is next introduced into a flask containing a few drops of distilled water. The liquid thus obtained is used for the characteristic aloin reaction. Oxydases decompose hydrogen peroxide and evoke in this manner the red coloring in a solution of aloin which is added to the fluid. The best way to do this in the case of urine is to add to the ethereal extract mixed with water ten drops of fresh hydrogen peroxide and 20 drops of a 2 per cent. solution of Barbadoes aloes. The whole is then shaken, and if the slightest trace of oxyhæmoglobin is present in the urine, the beautiful red color is obtained in the urine after a few minutes. The tincture of aloes must always be freshly prepared. The hydrogen peroxide may also be replaced by turpentine, if an old solution be used. The action of the oxydase on turpentine is the same. It is said that by this method one can detect traces of blood that are imperceptible to the spectroscope. The test is not faultless, however, inasmuch as other physiological substances besides blood give this reaction.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Connecticut Does Not Recognize New York Board Certificates.—Willis L. Mix, secretary of the Connecticut Board of Pharmacy Commissioners, New Haven, writes: "On page 133 of your issue dated September 14, you state that the Connecticut Board recognizes the New York State certificates. I am sorry to say that you are in error, the Connecticut Board does not recognize any diploma or certificate but their own."

When Henry M. Bishop, of New Haven, was secretary of the Connecticut Board of Pharmacy Commissioners a few years ago the *AMERICAN DRUGGIST* addressed an inquiry to him as to the usage of the board in regard to interchange of certificates, and he replied: "A limited number of licenses have been granted by this board on the certificate of the New York City Board. The certificate of no other examining board has to this date been accepted." Mr. Mix, however, gives us credit for saying something that we did not say. No mention of board of pharmacy certificates was made in the article in question. Our reference applied to the registration of graduates in pharmacy and our authority for the statement that the Connecticut Board registered graduates of pharmacy without examination was the *Quarterly Bulletin of the School of Pharmacy of Northwestern University*, Vol. I, No. 3, p. 13, where it is set forth that in Connecticut "graduates may be registered without examination at the discretion of the board."

While Secretary Mix does not explicitly declare that all candidates for registration in Connecticut must pass the Board examination, we suppose this must be taken as the sense of his communication, and are glad to give publicity to it.

Glycerite of Bismuth.—W. S. asks for the formula of glycerite of bismuth "according to Caspari." Our correspondent says he understands that Caspari uses bismuth sodium tartrate in its preparation.

Caspari's preparation is intended for use in the preparation of the elixir of pepsin, bismuth and strychnine and the credit for its introduction belongs properly to the late R. Rother, as is stated by Professor Caspari himself in his *Treatise on Pharmacy*. The glycerite consists of a permanent solution of bismuth and sodium tartrate of acid reaction and is intended to take the place of the bismuth and ammonium citrate ordinarily used. Caspari's formula for the glycerite is as follows:

Bismuth subnitrate.....	1142 grains
Nitric acid.....	19 fluid drachms
Tartaric acid.....	1720 grains
Sodium bicarbonate.....	1954 grains
Glycerin.....	8 fluid ounces
Distilled water.....	a sufficient quantity

Dissolve the bismuth salt in the nitric acid previously diluted with 10 fluid drachms of water; to the solution slowly add 16 fluid ounces of water. Now add 860 grains of powdered tartaric acid, and then, gradually, 977 grains of sodium bicarbonate. Dilute the magma of bismuth tartrate with 32 fluid ounces of water. Set the mixture aside for five or six hours and wash by decantation and repeated affusion of water, until all nitric acid has been removed; drain the precipitate on a paper filter. Mix 977 grains of sodium bicarbonate with 5 fluid ounces of water and gradually add 860 grains of powdered tartaric acid, warming slightly to obtain a perfect solution. Transfer the precipitate of bismuth tartrate to the solution of sodium tartrate and stir until dissolved; filter the solution,

add the glycerin and evaporate it on a water bath, or dilute with water, as may be necessary, so that the liquid shall measure 16 fluid ounces. Each fluid drachm of this solution contains 16 grains of bismuth and sodium tartrate with an excess of sodium tartrate.

It will be seen by the foregoing that the bismuth and sodium tartrate is formed in the process of making the glycerite.

Cresol Emulsion.—L. U. S.—The preparation of emulsions of crude carbolic acid, such as named in your inquiry, was described a short time ago by M. I. Wilbert, of Philadelphia. An alcoholic solution of soda soap is first prepared and this is combined with crude carbolic acid in definite proportions, usually equal parts. The soap is made after the following formula:

Cotton seed oil.....	300
Caustic soda.....	45
Water.....	350
Alcohol.....	250
Mix.	

A mixture of equal parts of this soap solution and of crude carbolic acid will give a clear reddish-brown liquid, slightly alkaline in reaction, and having about the same consistency as syrup. It mixes readily in all proportions with distilled water, yielding a solution that is yellowish-brown in color and slightly alkaline in reaction, which imparts to the hands a slippery, saponaceous feeling, but is not caustic, even in strong solution.

This preparation has the advantage of being comparatively cheap—less than one-fourth the price of pure phenol—and this, with its greater efficiency as a disinfectant, should insure it a very wide field of usefulness. As an antiseptic it is not only stronger and more efficient than pure phenol, due to the large percentage of cresol it contains, but on account of its alkaline reaction and saponaceous qualities it is much more penetrating in its action. The alkali has the property of dissolving fat, mucus and masses of lymph and blood, thus imparting to this preparation the added advantages of a detergent as well as an antiseptic.

A Study of Aconite and Aconitines.—Chevalier (*Nouveaux Remèdes*, August 8, 1903) contributed an important study of aconite and aconitines to the already vast accumulation of knowledge on this subject. He calls attention to the fact that the aconite root of commerce is very often a mixture of rather varying composition. Sometimes *Aconitum napellus* is met with, or some of its related species, among exotic plants, and particularly among Japanese and Indian aconites. This is a very important matter, as the active ingredients of the different species differ in both kind and amount. Thus the aconitines of England are made principally from Indian aconites. The existence of aconites that are comparatively harmless is well known, while the occurrence of very dangerous varieties has never been thoroughly explained. Watt studied the Indian aconites very thoroughly (*Annals of the Royal Botanic Gardens, Calcutta*, Vol. V, p. 110), and found that aconite grows everywhere in India except in the mountains of the west, the center and the south. The non-toxic varieties of aconites include *A. herterophyllum*, Wall (*Atis*) and *A. Palmatum*, Don (*Wakhma*) and two varieties, *A. multifida* and *A. rotundifolia*, related to *A. Mapellus*. Although these species are said to be eaten by the shepherds in the Alps, they

are not gathered for the market. *A. heterophyllum* has been examined from the chemical viewpoint by Shimoyama and Warsewicz, and also *A. Palmatum*, and both seem to contain the same alkaloids. Both are used as tonics, astringents and antidiarrhoeal remedies. Their roots, however, differ in appearance.

REVIEWS OF BOOKS.

A COURSE IN BOTANY AND PHARMACOGNOSY. By Henry Kraemer, Ph.B., Ph.D., Professor of Botany and Pharmacognosy, and Director of the Microscopical Laboratory in the Philadelphia College of Pharmacy. Illustrated with plates from original drawings by the author. Philadelphia: Philadelphia College of Pharmacy, 1902. Pp. 384. (Price \$2.50.)

In reviewing a work of this kind it is very necessary to take into consideration the author's object in writing the book. In the preface to this work Professor Kraemer tells us that it has been written to meet his individual needs as a teacher, and this statement explains many things to which at first sight the critic might take exception.

The work is divided into four parts. Part I, on Plant Morphology, is subdivided into two chapters on The Plant Cell and The Vegetative and Reproductive Parts of the Plant. Part II, on Pharmacognosy, deals with crude drugs in whole or powdered form. Part III describes the various reagents required for the microscopic study of vegetable drugs, and Part IV consists of a number of illustrations, most of them from original drawings by the author, and a very complete index.

The section on Plant Morphology commences with a study of the anatomy of the plant, an arrangement which does not wholly meet the approval of most teachers of botany. It would, indeed, seem most logical to commence the morphological study of the plant with a consideration of the external features, leading up later to the study of the inner morphology, for it is not possible for the student to accurately comprehend the various anatomical features of a vegetable organism until he is thoroughly familiar with its external appearance and mode of growth. The author's consideration of plant morphology is unusually complete, a feature we are glad to note, as many teachers of botany do not pay sufficient attention to this branch of a subject which is of the utmost importance to pharmacists, who have to depend so much on morphological study of crude drugs. We are glad to note, too, the stress which the author lays upon those points which are of diagnostic character and also that, as far as possible, illustrations or examples are taken from among the drugs with which the pharmacist is familiar.

Part II, on Pharmacognosy, marks a new departure in the teaching of this subject. A brief consideration is given to the origin of crude drugs, mode of collecting and preparing for the market, and to their presentation and valuation for medicinal purposes. This is followed by a description of the various drugs which is necessarily brief but in which particular stress is laid upon the diagnostic features and a series of keys are introduced by the aid of which the student may identify any drug belonging to a particular group. This is a novel and useful addition to the study of crude drugs in whole form. Then comes the feature of the whole work, the first systematic attempt to form an analytical chart for the identification of drugs in powdered form. This section alone differentiates Professor Kraemer's work from any hitherto published and may be considered to mark an era in the study of pharmacognosy. The scheme appears somewhat crude at first sight, and is naturally more or less so, since it is the first attempt in this direction; but the author is to be heartily congratulated on the eminent practicability of the scheme

he has presented and on the results of the immense amount of research involved. The analytical chart, unfortunately, is weak at the starting point, which is the color of the powdered drug, a feature than which there is none more varied. Each group separated according to color, is further subdivided according to form of the cell, cell contents, presence or absence of starch, hairs or certain appendages, etc. In this way the classification is narrowed down until with very little practice the student is able to identify most of the common drugs in powdered form. The color feature, while a weak point, is not so much a disadvantage as at first appears to be the case. The practical pharmacologist, and after all is said he is the one who will use the chart, is generally able to eliminate a large number of drugs from consideration by simple chemical or microscopical tests and in this way render the question of color of less importance. Under the author's direction students will doubtless rapidly prove the usefulness of the scheme, but it is doubtful if it would prove as practicable under other auspices. To those who are engaged in analytical work and have had practical experience in the examination of drugs in powdered form, the analytical scheme of Professor Kraemer will prove of considerable value, and time will doubtless smooth out the rugged features of the work and due credit be given to the pioneer in the work of giving students a practical key for the study of powdered vegetable drugs.

The chapter on reagents is useful to the practical worker as well as to the student, is concise, and the author has wisely refrained from inserting a long list of more or less unsatisfactory staining and special reagents so often found in textbooks and works of reference. The book concludes with a number of plates reproduced from original drawings by the author and representing the various diagnostic characters to which attention has been called in the earlier portions of the work. Some of these are colored in order to bring out certain features more distinctly.

We have only words of praise for Professor Kraemer's work and trust it will have the success it so richly merits. We commend it to pharmacists everywhere. The paper is good, the type is clear and the binding substantial.

AN INTRODUCTION TO MODERN SCIENTIFIC CHEMISTRY in the Form of Popular Lectures, Suited for University Extension Students and General Readers, by Dr. Lassar-Cohn, Professor in the University of Königsberg. Translated from the second German edition by M. M. Pattison Muir, M.A., fellow of Gonville and Caius College, Cambridge. With 58 illustrations by the Author. New York: D. Van Nostrand Company, 1901. Pp. viii. 348. Price, \$2.

Although dated 1901, this book was not received for review notice until late last year. The scope of the work is fairly indicated by the title, the subject matter being presented in a form that is calculated to appeal to the general reader rather than to the systematic student, and as a book for the home study of chemistry on scientific lines it can be unhesitatingly recommended.

Books, Pamphlets, Etc., Received.

COMPARATIVE ANATOMY OF THE BARKS OF THE SALICACEÆ (Part I.) By Pierre Elle Félix Perrédès, B. Sc., F. L. S. London, E. C.: The Wellcome Chemical Research Laboratories, Frederick B. Power, Ph.D., Director, 1903.

CHEMICAL EXAMINATION OF KO-SAM SEEDS. (Brucea Sumatana, Roxb.). By Frederick B. Power and Frederick H. Lees. London, E. C.: The Wellcome Chemical Research Laboratories, Frederick B. Power, Ph.D., Director, 1903.

THE CONSTITUTION OF PILOCARPINE (Part IV.) By H. A. D. Jowett, D. Sc. (From the Transactions of the Chemical Society, 1903). London, E. C.: The Wellcome Chemical Research Laboratories, Frederick B. Power, Ph.D., Director, 1903.

BUSINESS BUILDING.

The Department Editor will be pleased to criticize advertisements, suggest improvements, and answer all questions coming within the scope of this department.

THE ELEMENT OF TIMELINESS.

A STUDY of the general run of retail drug advertising will convince even the superficial observer that one of the most serious errors of the retailer is a disregard of the element of timeliness in his advertising matter. Fortunately there are marked evidences of improvement in this respect, as there is in other departments of the drug trade advertising.

The only way in which satisfactory results may be obtained in this matter of timeliness is by carefully mapping out the advertising campaign some months in advance, so that each particular season or recurring holiday will be utilized properly in the current advertising. Who has not seen left-over ads pitifully exploiting Christmas presents long after the passage of New Year, or cough drops advertised in June?

It is not alone sufficient, however, to avoid making such errors as this, for the drug advertiser must not be satisfied with the negative excellence of making no errors of commission, but he must also avoid errors of omission and must not fail to utilize to the fullest extent possible every special occasion—manufacturing occasions, even, where there is a paucity of them.

A clever reader of the AMERICAN DRUGGIST, who won several of the prizes formerly offered in these columns, made considerable capital of the recurrence of the anniversary of the opening of his store, converting this rather commonplace occasion into an interesting and, to the proprietor, profitable event. These events were made the topic of advertising for some weeks in advance, the store and windows were freshly decorated with flowers, both natural and artificial, on the particular day, and some little artistic but inexpensive souvenir of greater or less advertising value was presented to each customer.

A clever suggestion is offered in the AMERICAN DRUGGIST of January 12, by Joseph F. Hosteley, for advertising the store through school children. Whether or not that particular suggestion is utilized, the druggist should bear in mind that during the opening weeks of school the maternal mind is keenly alive to the question of school supplies, and the impressions made then are apt to continue throughout the school session. So with Thanksgiving, with Christmas, with New Year's Day and other special days and seasons the druggist should exert himself in devising some means of utilizing the day or season to his advantage from an advertising standpoint.

CURRENT ADVERTISING.

Advertisement No. 1 in the group reproduced herewith is well planned and fairly well written. It might have been somewhat condensed, and we question the policy of including in it reference to an article so incongruous with prescription work as chocolates and bon bons, how-

ever delicious they may be. The idea in mind in utilizing this brief reference to some specific article entirely foreign to the subject matter of the main advertisement is a good one, but it would probably be better to substitute a reference to something connected at least remotely with the care of the sick in this particular connection. For instance: "Kohinoor half minute fever thermometers are both quick and accurate. \$1.50 each."

The wording of No. 2 is good, but the cut with which the wording is introduced belongs to a type of advertising which is happily falling into disuse. The same amount of space, even if left blank would, we think, be more

PRESCRIPTIONS

To effect a cure must not only be prepared as your physician intends, but each ingredient should be of the highest standard. *Remember you know this!*

You depend entirely upon the honor and skill of the dispenser. This is our business—our specialty—everything must be exact and correct; our blending system makes it so. Prescriptions and favorite recipes left with us, receive the same scrupulous attention, are filled by licensed pharmacists, at excellent prices.

Open Sundays from 9 to 11, 5 to 7:30.
Olney's Delicious Chocolates and Bon Bons, 50c pound.

OLNEY'S DRUG STORE

1



JUST A SPOONFUL

of White Pine and Tar Syrup with menthol will give instant relief and a bottle will usually cure one or two bad colds. We know all about the ingredients of this remedy; that's the reason we recommend its effectiveness.

OWL DRUG STORE

KIRKPATRICK & CRAWFORD
614 Main Street

2



A Victim of the Grip.

Of those suffering from cold and cough, Chamberlain's Cough Syrup is the best. It is a sure cure for all kinds of coughs, colds, and whooping cough. It is a sure cure for all kinds of coughs, colds, and whooping cough. It is a sure cure for all kinds of coughs, colds, and whooping cough.

A. H. Upham

3

WHITE TEETH

No matter how well nature has endowed you, it is necessary to use the best tooth-cleaner and preservative that you can find. It doesn't pay to risk getting discolored and unsound teeth. You should use

LISTERFOAM

regularly. It cleans the teeth perfectly; keeps the gums firm and rosy, and corrects bad breath. Listerfoam is a tooth wash. Every drop delightfully fragrant; every drop valuable in preventing decay of your teeth. 25c. Of course you want a good tooth brush to use with it. Ask to see our guaranteed 25c brush.

Week's Prescription Drug Store

Opposite New Otis Good Opera House Block

Two Big Drug Stores

226 Kansas Ave.

831 Kansas Ave.

I have purchased the Chas. Kohl Drug Store at 226 Kansas Avenue. It will be first class in every respect. Special attention given to prescriptions. A full line of Medicines.

At the North Tappan Store I am doing out the balance of my stock of paints in one-half and gallon cans, at prices below wholesale.

Lowest prices on window glass and house finishing goods.

A. W. LACEY

Some Current Newspaper Advertisements.

effective in an advertisement of White Pine and Tar Syrup than is devoted to this cheap and rather coarse humor.

The criticism of the illustration in advertisement No. 2 applies to a certain extent, though in a modified manner, to that in advertisement No. 3, for in the third advertisement the drawing is good and the printing is effective. Here, though, as in No. 2, the suggestion of humor seems rather out of place. The *fac-simile* signature in the third advertisement is bold, legible and characteristic, and if it is consistently adhered to throughout in all advertising and printed matter, it should prove of advantage in fixing the identity of the druggist in the public mind.

No. 4 is an admirable model, showing a clever use of simple English white space and rules.

N. A. R. D. Reviewed

Serial Numbering Plan Discussed

Expressions of the Trade on the Work of the Washington Convention—Prominent Representatives of the Three Great Branches Voice their Views of the Movement for Price Protection—Impressions of the Fifth Annual Meeting—Supplementary Account of the Proceedings—Reception of a Special Committee by President Roosevelt—Argument for Patent Law Revision Met with a Counter Statement by the Commissioner of Patents—What the President was told and the Impression it Made Upon Him—Association Ampley Provided with Sinews of War and will Wage an Active Campaign During the Year—List of Donors and Contributors—New Constitution and By-Laws Adopted.

ON the following pages will be found expressions of opinion, furnished at the request of the AMERICAN DRUGGIST by some of the most prominent men in the drug trade, on the recent N. A. R. D. convention in Washington. In view of the importance of the convention itself, and especially of the association's action in reindorsing the direct contract and serial numbering plan and taking steps to secure its more general adoption by manufacturers, these opinions from manufacturers, jobbers and retailers will undoubtedly be read with a great deal of interest by the entire trade. The sentiments expressed are worthy, too, of careful consideration, for they have not been given hastily, but represent the calm, sober judgment of men who have devoted a great deal of time and thought to the subject and have carefully weighed their statements.

The resolution adopted at the convention follows:

SPECIAL RESOLUTION ON DIRECT CONTRACT PLAN.

Whereas, The N. A. R. D. at its last annual convention, declared itself in favor of the Direct Contract and Serial Numbering Plan for marketing proprietaries; and

Whereas, We are convinced that this plan has proven to be one by which the objects to be accomplished can be successfully carried out; therefore, be it

Resolved, That this convention reaffirms the position of the N. A. R. D. in favor of the Direct Contract and Serial Numbering Plan.

Resolved, That we commend the example of such proprietors as have already put this plan into effect, that we earnestly urge all proprietors who are sincerely interested in the cause of the retailer to adopt the same, and that the Executive Committee again call upon the individual proprietors to adopt the direct contract and serial numbering plan.

Resolved, That we declare our unshaken faith as to the result of demonstration in the power of this plan to alone give us that relief which we are seeking, and we believe that it should be made the basis of the tripartite plan.

Resolved, Further, That in deference to what we believe to be a sincere request on the part of a large number of proprietors (as evidenced by their communication submitted to the Conference Committee), that they be allowed to try certain other plans of their own, we do hereby give expression to our earnest desire that said proprietors may have full opportunity to try their plans.

THE PROPRIETARY MANUFACTURERS' STRONG DECLARATION.

In order to make the position of the large number of proprietors referred to clear, it is necessary to reproduce a portion of the Conference Committee's report, as follows:

"Knowing that aggressive cutters are the enemies of the drug trade, and believing that no manufacturer or jobber who is a friend of the retail druggists should encourage these enemies by furnishing them either aid, comfort or supplies, we individually propose to use our utmost endeavors to secure such added efficiency to the tripartite plan as will bring about greatly improved conditions. To effect this improvement we individually propose to act promptly and faithfully in using our utmost power to prevent the sale of our preparations by cutters. We also propose to place capable agents of our own in localities where the prevailing prices do not afford a satisfactory profit and thereby earnestly co-operate with the retail trade of such localities in the organization of the trade and in the maintenance of prices satisfactory to the trade of such localities."

The manufacturers, it will be noticed, give substantial encouragement of their active support in the N. A. R. D.'s aggressive fight against price cutting. Interesting views are expressed by wholesale druggists. The New York jobbers, however, are still strongly opposed to any extension of the serial numbering plan. Retail druggists, through representative men, speak enthusiastically of the work accomplished at Washington, and are anxiously waiting to see what steps will be taken by manufacturers.

WORK OF THE CONVENTION REVIEWED.

The various opinions which speak for themselves follow:

Thomas Voegeli.

Thomas Voegeli, of Minneapolis, executive committeeman of the N. A. R. D., stopped over in New York on his way back from the convention, and in a talk with a representative of the AMERICAN DRUGGIST, expressed himself as follows:

"The most important result of the convention, to my mind, is the bringing together on a more harmonious footing of the proprietor, the jobber and the retailer. Every one who has kept in touch with the national movement during the past five years has been aware of the gulf that has apparently separated the three important branches of the trade. Many retailers have failed to understand the position of the proprietary medicine manufacturer, and some, too, have regarded the jobber as an enemy, but

THIS YEAR'S CONVENTION HAS CLEARED THE AIR

considerably. There is no question but that the proprietors are absolutely sincere, and at no previous meeting of the association have the rank and file of the members more thoroughly appreciated this. The manufacturers on their part have, in my opinion, never before fully realized their own position toward the retailer or the position which the jobber occupies as regards the retailer. This year's convention has thrown a flood of light upon the situation, and I anticipate the very best results at the end of the year."

The New York Jobbers' View.

One of the largest and most influential jobbers of this section talked freely with an AMERICAN DRUGGIST representative a few days ago on price cutting, the position of the jobber, etc. The conversation was of a confidential nature, and therefore no names can be mentioned. "Jobbers in this city and section," said he, "are in a peculiar and trying position, and the problem of how to act under the circumstances is difficult to solve. I confess that I myself, for one, do not know

what course to pursue. Some New York wholesale drug firms have lost heavily in the past by living up to agreements not to sell to cutters, the plan eventually failing. It's not unnatural, therefore, that they should feel some hesitancy in undertaking any new scheme. Besides an extension of the serial numbering plan to other proprietary medicines would cause no end of trouble and additional expense to the jobber. On the other hand, the retail trade of the country is very much in earnest in this matter, and the manufacturers are evidently more in sympathy with them than ever before, and more disposed to give them their active support in wiping out the cut rate evil. Then, again, the better the condition of the retail druggist, the better it is for the jobber. So you see there are many things to be taken into consideration before the jobber can decide just what he will do. Personally, I don't believe that the Direct Contract and Serial Numbering Plan will accomplish the results expected of it. The system can be evaded, and the cutter can get goods if he sets about it. Look at the Owl Drug Company, in San Francisco, for instance. The company are slaughtering prices there, and cutting prices on the Miles remedies. The Owl people agree to forfeit \$5,000 if the advertisement that 'The genuine Dr. Miles remedies are never sold at cut prices,' is not a mis-statement of fact. No plan will be a success which seeks to establish uniform prices on a limited number of articles, for the reason that there are hundreds of other proprietary articles on which to cut prices. And even if the list of restricted articles is gradually enlarged, for every one article added to that list, two will be added to the cut rate list. Aggressive cutters, including department stores, are bound and determined to cut prices, and you can't stop them. If they cannot cut on one patent they will on another. The department stores especially will sell proprietary medicines and preparations far below cost, and consider the loss a good loss because of the advertisement and the customers such a policy draws to their stores. Even if the serial numbering plan is adopted generally, the department stores and cutters, if they wish can easily get goods from any retailer without the latter's knowing to whom he is selling. The cutter could send out and get six bottles here, and six there, and so on, and then sell below cost, just for a drive if he saw fit to do so; and who or what could stop him? And the retailers who sold the goods would have acted perfectly square in the matter. There is, therefore, some doubt as to whether even this plan will be sufficient to check the cut rate evil, and as not a few jobbers have already lost a great deal of trade which they once enjoyed, because they have in previous attempts to stop price cutting agreed not to sell to big cutters and department stores, it would not be surprising if the leading wholesale firms of this city and section refused, all things considered, to take the risk of losing more trade by becoming parties to another anti-cut rate agreement."

W. Hull Wickham, of McKesson & Robbins,

Mr. Wickham, of McKesson & Robbins, refused to express any opinion on the new price protection plan, saying that he had not looked into it.

Wm. S. Mersereau, of Schieffelin & Co.

Wm. S. Mersereau, of Schieffelin & Co., shook his head ominously when asked for his views on the possible extension of the direct contract and serial numbering system. "The Miles plan has given jobbers a great deal of trouble," said he, "and that embraced only one proprietary article. If the plan is adopted by the other manufacturers, we will have to give up the patent medicine business."

Albert Plaut, of Lehn & Fink.

Albert Plaut, of Lehn & Fink, said that in his opinion the extension of the system to other patents would work considerable hardship upon jobbers. He was anxious to do all he could for the retail druggist, for it was to the jobbers' interest to have the retail druggist prosperous; but he had little or no faith in the efficacy of the serial numbering scheme and doubted if manufacturers would adopt it generally.

Benjamin T. Fairchild, of Fairchild Brothers & Foster.

B. T. Fairchild, of Fairchild Bros. & Foster, is impressed with the new relations between retailers and manufacturers which have been established by the recent meeting, and speaking for his firm he records his hearty sympathy with the movement for price protection. He says:

"We cannot but believe that the full discussion and consideration given to the trade matters which chiefly engaged the attention of this convention will have a salutary effect in the much needed amelioration of prevailing conditions. One of the most hopeful indications as to the 'prospect of success,' it would seem to us, lies in the very temperate and mutually considerate tone as between the various interests represented, and as a realization of the magnitude and difficulties of the task which the N. A. R. D. has undertaken in combating practices prejudicial to fair and profitable trade.

"Having always regarded the jobber and the retailer as the natural distributor—this in the best interests of all concerned, including the physician and the public—and having strictly pursued the business policy dictated by these views, we need scarcely say that we are heartily in sympathy with the efforts of the N. A. R. D. to secure to the retailer his full and fair margin of profit."

Thomas E. Delano, of the C. N. Crittenton Company.

Thomas E. Delano, of the Charles N. Crittenton Company, said: "I very much doubt that other manufacturers will adopt the serial numbering. The Miles plan, being confined to one proprietary, has given jobbers a great deal of extra work and trouble; but that is nothing in comparison to what a general extension of the system to other patent medicines would mean to the jobber. It would simply be impossible for us to conduct our business as at present. The enforcement of the serial numbering plan by other manufacturers would necessitate a revolution in our business methods and would entail additional expense for more clerks, and even then the scheme would become so complicated, if extended to the entire country, as to be impracticable."

It was suggested that if jobbers refuse to become parties to this plan the manufacturers might put special distributing agents in various trade centers.

"The manufacturer," replied Mr. Delano, "could not afford to establish and maintain such agencies throughout the country in lieu of the jobbers. No large manufacturer whose business extends over an extensive area can successfully distribute his goods without the jobbing houses. I refer particularly to the drug trade. Some manufacturers, in certain lines of course, can and do deal direct with the retailer in local territory—say, within a radius of a hundred miles or so; but that is an entirely different proposition from dealing direct with the retail trade all over the country. The average retail druggist expects and gets credit more or less when he buys from his jobber. The latter knows his customers, and knows whom to extend credit to and to whom not to give credit. But if a manufacturer attempted to do this for the whole retail trade that carries his goods he would become hopelessly involved. The manufacturer as a rule wants cash. As for establishing distributing agencies, that would be too expensive an undertaking."

William Muir, Leader of the Brooklyn Druggists.

William Muir, of Brooklyn, a member of the New York State Board of Pharmacy, and a delegate to the N. A. R. D. convention from the New York State Pharmaceutical Association, said:

"The convention's proceedings were marked by a great deal of enthusiasm and earnestness, and good work was accomplished, especially in the action taken by the association in the matter of price protection. The strong indorsement of the direct contract and serial numbering plan and the urgent recommendation that manufacturers adopt the same, was a step, and a long step, in the right direction. I feel sure that the serial numbering system will accomplish the desired results. The action taken at Washington puts the matter up to the manufacturers, and the success of the anti-cut rate movement, it seems to me, now, depends on the adoption of that plan by proprietors."

Felix Hirsman, of the German Apothecaries' Society.

Felix Hirsman, treasurer of the New York German Apothecaries' Society, and delegate from the New York State Pharmaceutical Society, said:

"The impressions made by the convention of the N. A. R. D., held at Washington recently, are indeed of an intense and interesting nature. The thorough and positive determination of the Pennsylvania and Ohio people in their demand of the serial and numbering plan, with positively no compromise or modification, and on the other hand the proprietors, as represented by the most important firms, pleading the impossibility and impracticability of so radical measures, was a spectacle to be computed as of gladiatorial size. That each side was sincere is beyond question, and it certainly could not result otherwise than adopting mutual concessions. But this is a weakness. The serial and numbering plan is strong and the only correct policy, and the conceding resolutions to permit the proprietors to use their own methods to experiment will wean much of the membership of the N. A. R. D. away and shake their faith in its doctrine."

"There can only be one road to success to accomplish price regulation, and that is: Make no concession and compel proprietors to observe the serial and numbering plan to the letter and not permit any deviation however slight from."

F. W. Schumacher, of the Peruna Company.

F. W. Schumacher, vice-president of the Peruna Drug Mfg. Company, of Columbus, O., who headed the delegation from the Proprietary Association of America at the Washington convention, is convinced that every proprietor who is interested in his own welfare, as well as that of the 40,000 retail druggists selling his goods daily to the consumer, should do his utmost

to curtail the cut rate evil to a minimum. In a special communication to the *AMERICAN DRUGGIST* he says:

"The price cutting evil works like a two-edged sword on both manufacturer and retail druggist. In many instances the quoting of prices lower than the cost of the goods is done solely for the purpose of exploiting the remedy. This exploiting, analyzed, reveals the infectious germ of substitution practiced in its worst form; and the unfortunate feature is that this practice alienates from the manufacturer ever so many retail druggists, who feel that the manufacturer sanctions such, when, to the contrary, he deprecates it in the most forcible way.

"We believe the manufacturer and the retailer should get closer together. This is most needful that both may arrive at a better understanding of the wants and needs of the other.

"Of course the cut rate evil will never be fully eliminated from traffic—not so long as we have to deal with human frailty; but a public spirited sentiment correctly applied will, we believe, surely deprive this practice of its present most distasteful features."

H. S. Pettet, of the Van Stan's Stratena Company.

Before expressing himself on the work of the convention Mr. Pettet calls attention to an item among the trade notes in the convention number of the *Druggist* referring to a resolution reported in favor of his company. To avoid misconception he deems it advisable to state that the resolution in question was modified in the general convention to include infringements in general of proprietaries without specifying instances in particular. He then goes on to epitomize some of the features of the convention in the following interesting fashion:

"It is said that once at a colored camp meeting the minister was so carried away with excitement that he exclaimed, after an earnest exhortation to the folks to be up and doing: 'Brederen, on de one han' am de road to destruction, an' on de oder am de road to perdition!' 'I golly,' exclaimed one of his excited hearers, 'if dat am a fac' den dis darkey takes to de woods!'

"Although the situation at Washington was not quite so tense as this, yet in view of the existing difficulties besetting the members of all three of the allied associations, both on the right hand and upon the left, no one could be blamed for feeling, like the darkey, that the woods would be a cool and inviting spot.

"But as there was no one to guarantee that some one would not eventually set the woods on fire a bolder attitude was maintained by all, a brave look ahead was taken, and the cry was, Forward, march! to the promised land, where the aggressive cutter yields to reason, where substituators have no place, and the tripartite plan makes room for the jobber.

"The convention at Washington has accomplished much in a brief space, to the credit of the men particularly whose personal pledge made it a possibility, and it has planted valuable seed, bound to bring forth fruit abundantly, if men do not with childlike impatience pluck up the plants by the roots to see if they are growing, or quit the field before the harvest is ready for the gleaning. One orange tree has been known to produce in a single season as the outcome of a single seed over 20,000 good oranges; but between the planting and the harvest nature's time had to elapse. It always does.

"Where common interests exist common energies in time are bound to be united to bring about common results desired by all—mutual prosperity.

"The work transacted at Washington will no doubt prove far-reaching in its effects upon the evils sought to be ameliorated, and it has undoubtedly marked out big progress for the coming year.

"The broadmindedness shown by the N. A. R. D. in not unduly pushing matters to an extreme, while naturally adhering tenaciously to previously formed opinions, was commendable; while at the same time the sincere desire so honestly, plainly and generously manifested upon the part of representative proprietors and jobbers to aid the N. A. R. D. in its arduous work for better conditions for the retail portion of the trade, was too evident to admit of doubt or dispute. Clubs were turned down and hearts became trumps—even though some hearts were a little harder than others—which was only natural.

"We cannot say that there was a general burial of hatchets, as there were so many in evidence—as souvenirs of the immortal George, brought from Mount Vernon; but an era of good feeling prevailed which augured well for the future relations of the proprietor, the jobber and the retailer. Those who came with a tickling sensation beneath the scalp departed with the feeling that the only good Indian was not the dead one, but that there were good ones living.

"And it was only right that it should be so. Unreasoning strife is anarchic, and would doubtless prove suicidal to com-

mon interests. United we can profitably stand. Unduly divided we would be likely to fall. Unity was the proper spirit, becoming the city which links our great country into a common whole—the city which bears the name which is to us the shadow of the great man whose hours of discouragement were darker doubtless than any we may have known. Profiting by his example we may reasonably hope to achieve like him satisfactory results.

"Where so many varied interests are at stake mutual concessions must prevail. The prevalent self-love and selfish propensity is bound to be a prominent factor in all human affairs. It has its good as well as its evil side, but common good requires sincerity of motive, honesty of purpose and a reasonable alloy of the spirit of fraternity and self sacrifice.

"There are some things which we might criticize but will not. We prefer to conclude in a genial spirit, with the best wishes for the common good and best interests of all the members of the allied associations, the P. A. of A. and the N. W. D. A. and the N. A. R. D. We include the *AMERICAN DRUGGIST* in our good wishes."

M. Carey Peter, of the Peter-Bauer Drug Company.

My opinion is that the interests of the jobber, the retailer and the manufacturer are identical. Each is, in our business, a necessity. All three branches are just beginning to appreciate this. Unity of interest ought to, and will beget unity of action. It is coming; watch it.

James E. Davis, of the Michigan Drug Company.

The point of view of the jobber is very interestingly shown in the following statement by James E. Davis, of Detroit, ex-president of the National Wholesale Druggists' Association:

"I am a firm believer in association conventions, because they not only create a sense of brotherhood and mutual obligation in those who attend them, but even exercise a moral effect upon every member, whether attending the meeting or not. These conventions exert a certain degree of influence even upon those who are not connected with the association, and also upon cognate associations having like purposes. It cannot be doubted that the action of the National Association of Retail Druggists has a very great influence upon the National Association of Wholesale Druggists and the Proprietary Association.

"The unfortunate fact that conventions, as a rule, are attended by comparatively few persons has the effect of preventing any great degree of enthusiasm among those who have not attended; and who, in consequence, are unable to appreciate the existing conditions; the import of the suggestions made during debate and the advantages to be derived.

"The fact that the National Wholesale Druggists' Association, the Proprietary Association and the National Association of Retail Druggists meet annually, each being represented by delegates to the other, creates a tie and mutual interest that is bound eventually to redound to the benefit of all.

"How to put in effect a plan that will curtail or prevent the cut rate evil is a problem that has been taken up by the brightest lights of the drug trade in the United States. While as yet no course of action has been decided upon, it seems hardly probable that the vexatious evil will be allowed to continue indefinitely without remedy.

"Personally, from the point of view of the jobber, I doubt if the direct contract plan will suffice to prevent the evil. It may, however, and I certainly hope that it will. I am firmly of the opinion, however, that in mutual loyalty lies a feasible method of checking it, and eventually eradicating it. To my mind, whatever plan is adopted should be adhered to resolutely by every one concerned, whether manufacturer, jobber or retailer, and all should decline absolutely to supply goods to others than legitimate retail druggists.

"So long as the manufacturers of proprietary medicines or the jobbers supply the wholesale grocers, or fill orders direct to large cut rate druggists, the evil is certain to continue, and it will be impossible to carry out any protective plan.

"From a business point of view, it is a deplorable fact, patent to every one connected with the trade, that a large number of retail dealers supply other retail dealers, and these, in turn supply the cut rate men, fatuously placing in the hands of these latter a club, which is at once wielded against themselves.

"In my opinion, mutual loyalty would prevent this. Let the manufacturing proprietor confine his sales to the wholesale drug trade; let the wholesale druggist confine his sales to the legitimate retail druggists, those actually named by the N. A. R. D.; and, finally, let the legitimate retail druggists refuse absolutely to dispose of these goods to any one save consumers at full retail price. Only by establishing this plan

and resolutely adhering to it can the vexatious and costly abuse named be overcome. The shibboleth should be 'one price,' the same by manufacturers to all who retail over the counter, and the same by the retail trade to all consumers. Honor and loyalty will bring about a millenium. No plan will ever be perfect or workable where there is a quantity price, or while the manufacturer sells direct to the retailer, giving thereby one retailer an advantage over another."

Mahlon N. Kline, of the Smith, Kline & French Company.

Mahlon N. Kline, of Philadelphia, is chairman of the Committee on Legislation of the National Wholesale Druggists' Association, and one of the most prominent jobbers in the country. He believes that the dominant feature of the N. A. R. D. convention was the evidence that the proprietors, the wholesalers and the retailers were united in a determined effort to eliminate the abuses which the N. A. R. D. was organized to correct. As to the outcome of the convention, he says:

"That so many leading proprietors were present at this meeting, and gave such earnest and efficient co-operation to the other two branches in seriously considering what could be done to help along the good work, should be accepted as the most favorable outcome of the work of the retailers of the past years.

"That the proprietors present were not prepared to accept at this time the particular plan which the retailers had set their hearts upon, need not be discouraging, because it is a fact that so far as its application to the larger line of quick selling preparations is concerned it cannot yet be assumed that it has proven an unqualified success, and it is very much better to make haste slowly than to rush unadvisedly into plans which later on may have to be abandoned. The manufacturers feel that experiments prove too costly to be rashly entered into. The retailers should recognize the reasonableness of this position.

"That the three bodies will work together to render successful the amended tripartite plan, to which the proprietors present agreed to give their support, is an assured fact. How many other proprietors will join them in this movement will depend largely upon the support given to the proposition by the retailers.

"That the convention was one of the largest ever held affords much encouragement, but the officers of the N. A. R. D. must not lose sight of the fact that a very large majority of the retailers of this country are still in an apathetic attitude, and that until greater unanimity in support of the work planned by the wise leaders in the N. A. R. D. movement is assured, no rapid progress can be made. When so large a proportion of the retail druggists of the country hesitate to support the movement with their \$2 per annum and their personal influence and co-operation, it proves that much educational work still remains to be done in their ranks.

"But progress has unquestionably been made, and is being made, and if the work laid out by the manufacturers shall be energetically supported during the coming year, greater gains will be made during this year than during any of its past history. Personally, I feel hopeful that this will be realized."

Dr. V. Mott Pierce of the World's Dispensary Medical Association.

Dr. V. Mott Pierce, of Buffalo, who has recently served as president of the Proprietary Association of America, brings out pointedly the altered sentiment of the proprietors in regard to relations with the retailers. Answering our invitation to express his views, he says:

"Your favor of October 14, inviting us to give our views in respect to the N. A. R. D. convention in Washington is at hand, and we thank you for the privilege. While we have not the time to give an extended expression of opinion, we would say that we believe it was the first time in the history of the N. A. R. D. when a large delegation of the most prominent advertisers of proprietary articles attended their convention. A small delegation met with the N. A. R. D. at their meeting in Buffalo, but owing to the hostile feeling on the part of a few members of the N. A. R. D., the proprietors have usually been conspicuous by their absence.

"At the meeting in Washington the greatest good will and fellowship prevailed, and it was the feeling of all those present that at last the retailer and the proprietor had met on common ground, and were very much in earnest in a mutual endeavor to benefit the trade.

"We believe great good to the druggist will result from a fair discussion of the proprietary medicine trade, and we know that every one of the proprietors present was in earnest, and believe that by hard work and mutual co-operation the condi-

tions of trade in proprietary medicines will be greatly benefited.

"The cutting evil, like a chronic disease, has taken a long time in reaching the critical stage it is in now, and in the same way it cannot be cured in a day or a year, but by slow degrees we believe the evil can finally be eradicated.

Clayton F. Shoemaker, President of the N. W. D. A.

C. F. Shoemaker, of Philadelphia, who was elected president of the N. W. D. A. at the Boston meeting this year, took an active part in the conferences between the retailers, proprietors and jobbers at the Washington convention of the N. A. R. D., and the subjoined statement from him will accordingly be read with interest. He says:

"I had the pleasure of attending the recent annual meeting of the N. A. R. D. in Washington, and it was certainly an interesting experience.

"The keynote of the convention, so far as the retailers were concerned, was their strenuous insistence that the leading proprietors should adopt the direct contract and serial numbering plan, and it met with an equally positive refusal on the part of the proprietors. This finally resulted in a proposition by the latter to put into practical operation a plan of their own devising, which would probably mitigate somewhat the cut rate evils existing in the larger cities.

"It is, of course, impossible to predict what will be the outcome of this effort, but it seems to me that material progress has been made in two directions.

"In the first place, it is a distinct gain to the retailers that the proprietors should feel sufficient interest to send so large a delegation of capable and forceful men, who are positively in earnest in their desire and intention to co-operate with the retailers so far as lies in their power; and, in the second place, the consensus of opinion clearly proved one point, which is, that it is practically impossible to restore full prices on the better selling proprietaries in the larger markets. This is now freely admitted by leading retailers, and should be fully recognized by all."

A. J. Horlick, of the Horlick's Food Company.

I believe the results of the recent conventions of manufacturers, jobbers and retailers are going to be greatly beneficial to all concerned, as there seems to be a growing realization of the "community of interests," which is very noticeable by the added number of those taking an active part in the deliberations.

Dr. Julius Garst, Author of the Garst Plan.

I confess that the policy of inactivity that still controls most proprietors was too well illustrated and exploited at the recent N. A. R. D. convention to please me. There were a few combative proprietors present, but their contention was of a defensive, if not delusive, character, with no suggestion of effort to repress the invasions of aggressive cutters by litigation.

I realize that many proprietors believe that litigation for the purpose of enforcing their rights would be unavailing, and that they are, on account of their unbelief, justified in not taking any radical action. In dealing with such proprietors, it is necessary to win them by the force of argument and fact. Some of the proprietors had had experience on which to base opinions that members of the N. A. R. D. were unable to refute.

The number recording by wholesalers required by the N. A. R. D. plan has been pronounced impracticable by a number of proprietors, and in my own experience has been inadequate for the reason that certain cutters obliterated the numbers. For purposes of detection special numbering as occasion requires, I think it better than routine numbering.

Strong and well grounded objection having been made to the serial numbering part of the N. A. R. D. contract by proprietors, and objection having been made to the number recording feature by wholesalers, should lead to further consideration of a form of contractual notice to be printed on each invoice blank used by wholesalers.

The use of a contractual notice on every invoice blank would render the contract easy to execute, and inasmuch as an implied contract is as valid as a signed one, I see no reason why the N. A. R. D. adheres so strenuously to the latter.

The collective feature that is to be added to the N. A. R. D. contract commends itself more to me than anything done at the convention. Its adoption will, when put into practice, greatly diminish the expense of having the contract executed. This, to a large degree, overcomes my objection to an executory contract, provided the N. A. R. D. undertakes the work of obtaining the signatures of retailers to the contract. A dozen proprietors could, with the aid of the N. A. R. D., no doubt, make the N. A. R. D. collective contract effective. It is at least worthy of a trial.

SUPPLEMENTARY DETAILS OF THE WASHINGTON CONVENTION.

THE AMERICAN DRUGGIST for October 12 contained a complete illustrated account of the actual business transacted at the fifth annual convention of the National Association of Retail Druggists, held at Washington, D. C., during the week previous. Some of the doings of the delegates, both on the floor of the convention and elsewhere, were necessarily omitted owing to exigencies of time and space, the issue of the AMERICAN DRUGGIST containing the report having been put to press on the day after the adjournment of the meeting. We accordingly supplement our previous account of the proceedings with references to some important features of the meeting not previously touched upon, including the reception of the special committee of the association and delegates by President Roosevelt at the White House, and other matters officially acted upon by the convention, as follows:

President Roosevelt Asked for Aid to Secure a Revision of the Patent Laws.

A special committee of the association called on President Roosevelt at the executive offices in the White House by appointment on Tuesday afternoon at 1 o'clock, and were received



B. E. PRITCHARD.

President of the N. A. R. D., and Spokesman of the Delegation Calling on the President.

in the office of Mr. Loeb, the secretary to the President, through whom arrangements had been made by B. E. Pritchard, of McKeesport, Pa., for the reception of a committee who would explain to the President the wishes of the association in regard to a desired revision of the trade-mark and patent laws as they relate to medicinal preparations, and ask his aid in changing the laws.

President Roosevelt received the delegation with noticeable cordiality. Mr. Pritchard, as chairman of the delegation, introduced Robert K. Smither, president of the N. A. R. D., and Chairman J. C. Gallagher of the Committee on National Legislation. Mr. Gallagher then conducted the President down the line of delegates, introducing each of the delegates in turn. The occasion was divested of all formality, the delegates as introduced being greeted by the President with a hearty handshake and a pleasant word of welcome, with here and there a jocular remark that brought a laugh from the entire delegation. Thus when Charles H. Huhn, of Minneapolis, was presented, and had told the President that he had had the pleasure of listening to him when he was last in Minneapolis, Mr. Roosevelt smilingly assured him that "there were greater sins to be forgiven." There was more feeling in his remark to George D. Case, of Milledgeville, Ga., "You are from Georgia, are you? My mother came from Georgia." And so it went all along the line, each

delegation being greeted with a pleasant remark or a jocular reference to the place from where the delegate hailed.

After introductions were over Mr. Pritchard addressed the President as the spokesman of the delegation.

WHAT THE PRESIDENT WAS TOLD.

Mr. Pritchard began by describing the present unjust character of the patent laws which allow monopolies on the drug itself as well as on the process of manufacture, thus enabling foreign chemical manufacturers to come here and enjoy greater advantages than they do in their native country. This, he said, tended to stifle invention and encourage exorbitant prices. The history of the antipyrine patent was sketched briefly, and it was shown how, after the patent elapsed, this drug, which formerly sold at \$1.40 an ounce, was reduced in price to 18 cents an ounce.

Mr. Pritchard told President Roosevelt that phenacetin was a glaring instance of the injustice of the present law. In Germany phenacetin sells for 75 cents a pound, in Canada for 25 cents an ounce, while the holders of the patent in the United States demand \$1 an ounce for the drug. The reason why the consumer in Germany was favored in the matter of price was that in Germany the patent was granted on the process only, while in the United States both process of manufacture and the finished product are protected. In Germany phenacetin is made by six different processes, which results in competition and keeping the drug at a reasonable price. Here one company have the patent on the drug, and can charge any kind of fancy price they please.

Mr. Pritchard explained that a foreign chemical concern could enter the United States and under our peculiar patent laws sell at a huge profit what was dirt cheap at home and what the foreigners could probably make more cheaply than Americans could. As to the trade-mark laws, they were objectionable on the ground that they granted trade-marks on the descriptive name of the article patented. Mr. Pritchard closed by handing a statement in writing to the President, which the President said he would read with the utmost care. The text of this statement is given on another page, together with the report of the Commissioner of Patents on the same as made later to President Roosevelt.

RIGHTS OF THE PEOPLE INVOLVED.

Chairman John C. Gallagher, of the Committee on National Legislation, then addressed the President on another aspect of the agitation for the revision of the patent laws, making prominent mention of that feature of the laws relating to process and product patents, and saying that drugs and medicines were excluded from the patent laws of many foreign countries. Traversing the work of the commissioners appointed to revise the patent and trade-mark laws of the United States, appointed by President McKinley, a brief statement was given of the history of patent law conventions. For failure to work the patent in the country granting it, the patent was forfeited in some foreign countries. The United States had no provision compelling patentees to work the patent in this country, and the consequence was that a great number of patented and trade-marked medicines and chemicals were imported into this country instead of being manufactured here. Germany's lead in the world's chemical industry was attributed to this. In conclusion Mr. Gallagher gave expression to the hope that after considering the matter the President would find himself justified in supporting the petition of the retail druggists for such a revision of the patent laws as would protect the people in their rights.

THE PRESIDENT GREATLY IMPRESSED.

President Roosevelt listened attentively to the statements made by Mr. Pritchard and Mr. Gallagher, and said he was much impressed with what had been told him, and would examine with care all the documents submitted. He closed the interview by saying:

"I take it that you desire me to make a formal recommendation to Congress for legislation in the course of my next annual message. As to whether I can do that or not I am unable to say to-day. I have found it very difficult to resist a great many similar applications which have my hearty sympathy, but I have found it desirable to limit the topics discussed in my annual message to general principles rather than to specific legislation such as you suggest. I am much impressed with the justice of your observations, and I think you ought to bring the matter very vigorously to the attention of the Commissioner of Patents and the appropriate committees of Congress."

MR. SMITHER IMPROVES AN OPPORTUNITY.

Before the delegation withdrew Mr. Smither improved the opportunity to invite President Roosevelt to visit the conven-

tion and make an address, but the President laughingly declined, saying he was swamped with work and compelled to decline all invitations of this kind. He reiterated his expressions of high regard for the pharmacists of the country, and said he should be glad to testify it by his presence at the convention, but could not relax a rule he had made not to attend any conventions at the present time. He expressed the hope that the convention would be a successful one, and that each of the delegates might enjoy safe and pleasant journeys to their respective homes.

The delegation who visited the President was made up of the following officers, committeemen and representatives of the pharmaceutical press: Robert K. Smither, B. E. Pritchard, J. C. Gallagher, Thomas V. Wooten, Joseph W. Errant, E. B. Tainter, James J. Curran, Charles H. Huhn, George D. Case, John W. Lowe, Frank H. Freericks, Lewis C. Hopp, L. Tillotson, Thomas J. Keenan, Joseph Helfman, H. J. Schnell, W. L. Crounse, A. van Zwaluwenburg and Charles L. Robertson.

Alterations in the Constitution and By-laws.

The Committee on Form of Organization, to whom was referred the important subject of revising the constitution and



CHAS. F. MANN.

Treasurer of the N. A. R. D.

by-laws of the N. A. R. D., submitted the following report, which was adopted:

"Your committee recommends that for the preamble as it now reads, we substitute the following:

"Whereas, The best interests of the people require a high degree of professional training and standing on the part of the druggists; and,

"Whereas, It is the duty of our profession to be the champion of all measures which conserve the health of the individual and of the community; and,

"Whereas, The professional and commercial interests of the retail druggists require for their protection and promotion united action, we do form a national organization of retail druggists. To effect the purposes of the organization, the following constitution and by-laws are adopted."

"Your committee recommends that Article 2 of the constitution, 'Objects,' be changed to read as follows:

OBJECTS.

"1. To insist upon such a training for our professional work as is commensurate with the demands upon us, and is called for by the close relation of our profession to the health and welfare of the community.

"2. To devise ways and means for maintaining a high standard of professional work.

"3. To promote by all means in our power all measures and all legislation honestly intended to prevent the adulteration of foodstuffs and substances used in the preparation of medicines.

"4. To unite the representatives of associations of retail druggists in the United States in a central body for the improvement of the business conditions of the retail drug trade.

"5. To co-operate with other organizations having similar aims.

"6. To secure and disseminate to the members of all organizations identified with this association all legal and proper information which may be of interest or value to any member or members of said organizations in his or their business as retail druggists."

"Your committee also recommends that Section 4 of Article V of the constitution be amended by adding the words, 'he shall receive such compensation as the Executive Committee may determine.' The purpose of this change is to provide suitable remuneration for the treasurer.

"Your committee also recommends that Section 2 of Article VI of the constitution be made to read as follows: Subdivision (a) changed to read ten members. Subdivision (b) changed to read fraternal instead of commercial, as at present. Subdivision (c) be dropped. Subdivision (f) be changed to read 15 members instead of 10, as at present.

"Your committee recommends that for the eighth by-law the following be substituted:

"That all resolutions and motions introduced affecting the policy of the association, together with the reports of president, secretary and the Executive Committee, as also the reports of all standing committees, shall be referred to the Committee on Resolutions, unless otherwise determined by a two-thirds vote of the association."

"Your committee also recommends that By-law Nine be changed to read as follows:

"Any part of these by-laws may be amended or repealed at any annual meeting, provided that no change shall be made at one session and voted upon at a subsequent session of the same convention."

"Your committee also recommends the adoption of the following new By-law Ten, the purpose of which is to facilitate the work of the convention:

"The presiding officer shall put the question, and whenever the vote is sufficiently pronounced, shall decide the result without a count, but if ten delegates from two or more States shall demand a count, it shall be had in the following manner: Upon a roll call of the States the chairman of the State delegation shall rise and announce the vote of such delegation subject to a poll of the delegation which may be demanded by any member of said delegation."

Sentiment of Proprietors on the Miles Plan and Pledge of Their Purpose.

At the meeting of the Conference Committee of wholesalers, proprietors and retailers prior to the introduction of the special resolution on the direct contract plan the following statement to the retailers was made by the manufacturers of the proprietary medicines represented in the conference:

"To the Retail Members of the Conference Committee of the National Association of Retail Druggists:

"Gentlemen.—The following manufacturers of proprietary medicines represented in the Conference Committee respectfully submit to your committee the following proposition, which we feel will advance our mutual interest as far as seems to us practicable and equitable at this time:

"We have considered the direct contract and serial numbering plan in the form which your officers have presented it to our individual consideration, and unite in this statement to you that we find it impracticable for us to adopt it at this time. We have verbally stated to your committee the various reasons for this conclusion. One of these reasons is that an investigation of present conditions throughout the country as a whole, and particular inquiry among retail druggists in the larger trade centers, proves to us that it is not possible to procure immediately in such places full prices on the largely advertised proprietaries, the price of which has been cut for so long a time. The sentiment of the public is against it, and we believe the sentiment of the retail drug trade of such sections is against it. We feel, therefore, that this plan should be advanced only upon unquestioned demonstration of its practicability and effectiveness, but we do not object to its adoption by any or all other proprietors who may be willing to try it.

"Knowing that aggressive cutters are the enemies of the drug trade, and believing that no manufacturer or jobber who is a friend of the retail druggists should encourage these enemies by furnishing them either aid, comfort or supplies, we individually propose to use our utmost endeavors to secure such added efficiency to the tripartite plan as will bring about greatly improved conditions.

"To effect this improvement we individually propose to act promptly and faithfully in using our utmost power to prevent the sale of our preparations by cutters. We also propose to place capable agents of our own in localities where the prevailing prices do not afford a satisfactory profit, and thereby earnestly co-operate with the retail trade of such localities in

the organization of the trade and in the maintenance of prices satisfactory to the trade of such localities."

The above statement bore the following names:

F. W. Schumacher, Peruna Drug Mfg. Company, Columbus, Ohio.

Dr. V. Mott Pierce, World's Dispensary Medical Association, Buffalo, N. Y.

W. F. Mitchell, the Chamberlain Medicine Company, Des Moines, Iowa.

G. A. Newman, the California Fig Syrup Company, Louisville, Ky.

W. A. Talbott, the Piso Company, Warren, Pa.

W. H. Grove, the Pinkham Medicine Company, Lynn, Mass.

Z. C. Patten, the Chattanooga Medicine Company, Chattanooga, Tenn.

E. W. Grove, the Paris Medicine Company, St. Louis, Mo.

A. L. Bailhache, Horlick's Food Company, Racine, Wis.

Finances of the Association.

At the closing sitting of the convention on Thursday evening Walter H. Gale, of Chicago, the chairman of the Special Com-



A. H. WEBBER,
Cadillac, Mich.

mittee on Finance, brought in a recommendation fixing the dues for the succeeding year at \$2, being the same as for 1903, but with the proviso that 50 cents of the sum assessed on members of local associations be considered as a subscription to N. A. R. D. Notes.

Mr. Wooten objected to the proviso, and on his motion an amendment was adopted, leaving the report recommending dues of \$2 without any reference to furnishing Notes.

VOEGELI, THE EXHORTER.

This disposed of, the attention of the delegates was called in a stirring speech by Executive Committeeman Thomas Voegeli to the disappointing condition of the funds of the association. The disappointment of the Executive Committee at the prospect of closing the year with a deficit had been intense, Mr. Voegeli said, but he hoped that every delegate in attendance would carry home with him the spirit of enthusiasm that so pervaded the present convention and see to it that the necessary funds be collected to carry on the work of the association. Continuing he said:

"The Minneapolis Association has authorized its delegation on the floor of this convention to contribute to the great cause which is before us the sum of \$200 as a fund (the completion of the sentence was drowned in cheers and applause). We stand here, Mr. President, ready and prepared to pledge that sum, provided other associations are willing to join; but why should we throw \$200 into the coffers when we know that we are practically alone; why should we dump this money in if there is no prospect of others doing the same? I stand here therefore to pledge this money if you get support from other associations."

SINews OF WAR LIBERALLY PROVIDED.

A scene of the greatest enthusiasm ensued, and pledges of money came thick and fast from all parts of the hall. Walter

H. Gale was heard from first with an offer of \$300 from Chicago, and following this contributions from individual retailers and delegates, representing local associations, flowed in faster than the assistant secretaries could record them.

List of Donations.

After some semblance of order had been restored the secretaries compared notes, and the roll call of contributions was made and corrected, showing the following list of contributions offered and pledged by the delegations from the associations named:

CONTRIBUTIONS IN CASH BY DELEGATES.

Connecticut—Bridgeport, John A. Levery, \$5.
Illinois—Chicago, W. T. Klenze, \$5; L. P. Larsen, \$5.
Indiana—La Porte, F. W. Meissner, \$5.
Kentucky—Louisville, Simon N. Jones, \$5.
Louisiana—New Orleans, M. T. Breslin, \$5; F. C. Godbold, \$5.
Massachusetts—Boston, George W. Cobb, \$5; George W. Cobb (first payment of \$5 per year for five years), \$5. Holyoke, L. G. Heinritz, \$5.
Minnesota—Minneapolis, Stewart Gamble, \$5; Charles W. Huhn, \$5; Thomas Voegeli, \$5.
Missouri—St. Louis, Theo. Hagenow, \$5.
New York—Brooklyn, William C. Anderson, \$5. Syracuse, George E. Thorpe, \$5.
Pennsylvania—Pennsylvania State Association delegates, \$10. Bloomsburg, George P. Ringler, \$5. Kittanning, W. J. Sturgeon, \$5. Philadelphia, John D. Groves, \$5; A. T. Pollard, \$5; T. H. Potts, \$5; D. J. Reese, \$5; Charles Rehfuess, \$5; S. W. Strunk, \$5. Pittsburg, H. J. Seigfried, \$10.
Wisconsin—Madison, Edward Williams, \$5.
Miscellaneous—Henry Robb (address unknown), \$5; "Committee on R. H.," \$7.
Total, \$157.

CONTRIBUTIONS IN CASH BY MANUFACTURERS.

District of Columbia—Washington, Inter-State Medicine Company, \$25.
Massachusetts—Worcester, J. Leyden White (Phenyo-Caffein Company), \$10.
New York—Brooklyn, F. E. Kirby (Morgan Drug Company), \$5.
Total, \$40.
Total cash, \$197.

CONTRIBUTIONS PLEDGED BY ASSOCIATIONS.

Alabama, \$25.
California—San Francisco, \$50.
Connecticut—Bridgeport, \$25.
Delaware—Wilmington, \$25.
Illinois—Chicago, \$300.
Indiana—Fort Wayne, \$50; Indianapolis, \$50; La Porte, \$10.
Kentucky—Louisville, \$50.
Louisiana—New Orleans, \$25.
Maryland—Baltimore, \$50.
Minnesota—Minneapolis, \$250; St. Paul, \$25.
Missouri—St. Louis, \$250.
New Jersey—Jersey City, \$25.
New York—Binghamton, \$25; Erie County, \$25.
North Carolina—\$25.
Ohio—Columbus, \$25.
Pennsylvania—Bucks County, \$25; Lancaster County, \$25; Lawrence County, \$20; Philadelphia, \$250; Reading, \$25; Western Pennsylvania (Pittsburg), \$250.
Tennessee, \$25.
West Virginia—Wheeling, \$25.
Wisconsin—Milwaukee, \$25.
Total, \$1,980.

CONTRIBUTIONS PLEDGED BY INDIVIDUALS.

Alabama—Mobile, J. D. Sutton (\$5 a year for five years), \$5.
New Jersey—Jersey City, J. C. Gallagher, \$5. Total, \$10.

CONTRIBUTIONS PLEDGED BY MANUFACTURERS.

Dr. Miles Medical Company, Elkhart, Ind., \$1,000; Nard Mfg. Company, Pittsburg, Pa., \$50; Peruna Drug Mfg. Company, Columbus, O., \$1,000; Piso Company, Warren, Pa., \$1,000; Paris Medicine Company, St. Louis, Mo., \$1,000; Lydia E. Pinkham Medicine Company, Lynn, Mass., \$1,000; William R. Warner & Co., Philadelphia, Pa., \$15; World's Dispensary Medical Association, Buffalo, N. Y., \$1,000; Sterling Remedy Company, \$5,000. Total for manufacturers, \$11,065.

In summary this represents:

Total pledges.....	\$13,055.00
Total cash.....	197.00

Grand Total.....\$13,252.00

In explanation of the last item in the donations by manufacturers it should be explained that the Sterling Remedy Company proposes to turn over to the N. A. R. D. a certain percentage of the proceeds of the amount of orders for that com-

pany's products received within a certain specified time and on a special order blank. They are to advance \$5,000 to the N. A. R. D. treasury at the rate of \$500 per month, thus making the donation nearly equivalent to cash.

\$1,000 MORE.

Since the close of the convention the Chamberlain Medicine Company, of Des Moines, Iowa, have notified the secretary that they wish to be counted among the donors to the fund. A \$500 check was inclosed, same to be followed, according to their letter, by another check for a similar amount in the near future.

Resolution in Support of Wilhelm Bodemann.

Before installing the officers and final adjournment, John C. Gallagher, of Jersey City, introduced the following resolution, and moved its adoption, and that the secretary be instructed to send copies of the resolution to the Chicago newspapers and any other newspapers in the State of Illinois that it might be deemed desirable to send it. The motion was seconded by Messrs. Gale, Anderson and Ringer, and carried by a unanimous rising vote:

Whereas, Our esteemed colleague, William Bodemann, of Chicago, in the fearless discharge of his official duties as a member of the Illinois State Board of Pharmacy, has found it necessary to prosecute certain druggists of that city for the illegal sale of cocaine; and

Whereas, He has been abused and vilified by enemies thus created, much to the mental distress of himself and his family; and

Whereas, We who know William Bodemann realize how impossible it is for him to be guilty of any dishonest act or be influenced by any motives other than those dictated by rugged integrity; therefore be it *Resolved*, That we hereby declare our utmost confidence in him, that we resent any imputation on his honor, and that we pledge to him our support in his fight against the illegal sale of cocaine by unprincipled druggists.

After the installation of officers, which was conducted with the usual ceremonies, E. L. Baldwin, of San Francisco, extended to the association an invitation to meet in that city for its seventh annual convention in 1905.

President Pritchard then announced that the new Executive Committee had selected for its chairman Simon N. Jones, of Louisville, this announcement being received with cheers by the convention, after which the convention, upon motion of Col. John W. Lowe, of New Haven, stood adjourned *sine die*.

Our Report of the Washington Convention.

I am very greatly pleased with your excellent report of the Washington Convention and the splendid editorial relating thereto, and desire to thank you for your good work on behalf of the retailers' cause.

CHARLES M. CARR,
Director, Dept. of Publicity, N. A. R. D.

IN HONOR OF CHARLES RICE.

A Bronze Bust of Dr. Charles Rice Unveiled—A Notable Assemblage Gathers at the New York College of Pharmacy to Honor the Memory of the Scientist—Tributes of Appreciation from His Former Associates—Memorial Presented to the College by the New Jersey Pharmaceutical Association.

The first of the quarterly meetings of the New York College of Pharmacy for the current season was held in the main lecture hall of the college on Tuesday evening, October 20, and took the form of a memorial meeting in honor of the late Charles Rice, a bronze bust of whom was unveiled on this occasion. This bust was presented to the college by a number of friends of the institution who had subscribed the necessary sum to procure it. The bust is in the form of a bronze in high relief, framed in a simple bronze frame. The plaque was modeled by G. H. Newman, the bronze having been cast by the Henry-Bonnard Bronze Company.

The outside dimensions of the frame are 25½ x 35 inches, and the plaque has been placed against the western wall of the entresol of the college, with a background of polished gray marble, with which the wall is wainscoted up to a height of some 12 feet. When the members gathered they found the bust veiled with a United States flag, which was not removed until after the adjournment of the formal meeting in the main lecture hall.

MEMORIAL RESOLUTIONS FROM THE NEW JERSEY ASSOCIATION.

The meeting was called to order by President Charles F. Chandler, and the regular order of business being dispensed with, Secretary Main read a letter from the New Jersey Phar-

maceutical Association, informing the members of the college that at the Atlantic City meeting of that association a resolution had been introduced by George M. Beringer, of Camden, providing for the preparation of a memorial for the late Dr. Charles Rice, and for its presentation by the association to the New York College of Pharmacy, and notifying the college that in pursuance of that resolution the memorial had been prepared, and that the committee would present it at such time as would suit the college authorities. In response the committee had been invited for this evening, and the committee, including H. J. Lohmann and James Foulke, of Jersey City; Frank Stutzlen, of Elizabeth, and E. A. Sayre, of Newark, were present. The members were formally welcomed by President Chandler, and the privileges of the floor were extended them. Mr. Lohmann, the chairman of the committee, introduced George S. Campbell,



Bronze Memorial Tablet of Dr. Charles Rice in the Hall of the College of Pharmacy of the City of New York.

of Millburn, president of the New Jersey Association, who briefly narrated the facts regarding the preparation of the memorial. Mr. Lohmann then formally presented to the college on behalf of the New Jersey Pharmaceutical Association the engrossed memorial, handsomely framed. In making the presentation Mr. Lohmann spoke feelingly of the ability, the industry and the learning of Dr. Rice, who together with Maisch and Proctor formed a triumvirate, which reflected credit upon American pharmacy the world over. He then read the resolutions, as follows:

Whereas, In the decease of Charles Rice, Ph.D., on May 13, 1901, the New Jersey Pharmaceutical Association lost an honorary member whose services have added honor and renown to the profession of pharmacy; a member whose sterling qualifications, high moral character, scholastic and linguistic attainments, had endeared him to his friends and associates; and

Whereas, His energetic and indefatigable labor enabled him to accomplish a colossal amount of work on the United States Pharmacopoeia and as chairman of the Committee on Revision for the editions of 1880 and 1890, he has indelibly impressed his personality on the book and did much toward establishing the high scientific character that has placed our National Standard in the fore rank of pharmacopoeial authorities; therefore be it

Resolved, By the New Jersey Pharmaceutical Association, that in appreciation of his great services and the lasting effect of his example and influence in behalf of the scientific advancement of pharmacy, that this minute be spread upon our records as a tribute attesting our high estimate of his worth and the great loss that our association has sustained.

Resolved, That a suitably engrossed copy of the above be prepared, properly attested with the signature of the officers and seal of the association, and presented to the New York College of Pharmacy.

President Chandler accepted the memorial on behalf of the college, expressing the appreciation felt by the members of the feelings which actuated the members of the New Jersey Pharmaceutical Association.

THE MEMORIAL BUST PRESENTED.

Dr. Arthur H. Elliott, as chairman of the committee charged with the preparation of the bronze bust, made a brief address, in which he reviewed in outline Dr. Rice's association with the college, since he joined the institution in 1868, at the age of 27 years. Two years after joining the college Dr. Rice became a member of the Board of Trustees, and was soon elected chairman of the board, a position which he occupied a number of years, to the great advantage of the institution. His work on the building committee and his enthusiastic and self-sacrificing labors as chairman of the library committee were also referred to with feeling appreciation. Dr. Elliott quoted the following familiar lines:

Green be the turf above thee,
Friend of our better days;
None knew thee but to love thee,
None name thee but to praise.

In conclusion Dr. Elliott expressed the hope that the memory of his earnest life would be a stimulus to higher endeavor and more unselfish devotion to scientific work on the part of many future generations of pharmacists. The president requested Dr. William Jay Schieffelin, vice-president of the college, to respond on behalf of the college, which he did in the following words:

Professor Elliott and Gentlemen of the Committee: In behalf of the New York College of Pharmacy I accept with great appreciation this beautiful bronze portrait of Dr. Charles Rice. It is a worthy memorial of a distinguished man, a man whose constant and successful efforts have always been toward the uplifting of the standard of quality in scientific education, in purity of the materials used in medicine and in the character of the students of pharmacy. Dr. Rice hated shams. Himself one of the most modest of men, he had a contempt for false pretense whether in men or in drugs; therefore with unexcelled energy and a mastery knowledge of the science of pharmacy, he was able to perform great service to American medicine and pharmacy by his work on the Pharmacopoeia, and to our college by his sympathetic but rigid oversight while serving for years on the committees on Examination and the library. Professor Lloyd has written of the versatility of Dr. Rice and of his interest in literature. I had the opportunity of seeing his public spirit and charity; for some years ago, when Bellevue Hospital was run in the interests of a political ring, he ardently desired and furthered the success of the reform party, which was to prevent the cruelty to the poor which he saw daily, and which grieved him. Gentlemen, you have done yourself and this college alike an honor by giving this beautiful and permanent memorial of a true man.

PROFESSOR REMINGTON SPEAKS FOR THE REVISION COMMITTEE.

Professor Chandler then introduced Prof. Joseph P. Remington, of Philadelphia, who succeeded Dr. Rice as chairman of the Committee on Revision of United States Pharmacopoeia. Professor Remington said that he esteemed it a great privilege to be with his fellow members on this occasion, for he came, not as a stranger, but as a member of the college and one glad to do honor and pay tribute to the memory of one of the noblest men the sun had ever shone on, Charles Rice. He stated that in connection with his duties as chairman of the committee he had been called upon to do a good deal of work in the preparation of a memorial volume, and that his researches into the history of Dr. Rice's life had caused him to be amazed at the great amount of work which had been accomplished by the man whose memory they were now assembled to honor. When Dr. Rice first entered Bellevue service during his convalescence the keynote of his labors was fidelity in every detail. This fidelity in details made him invaluable in Bellevue, and the same infinite care in detail in after life has made his labors on the Pharmacopoeia invaluable to the committee. He was simple, direct and unaffected, willing and even anxious to give to any applicant, whether friend or stranger, the benefit of his profound scientific knowledge. He hated sham, whether in men or in things, and was a consistent searcher after scientific truth in whatever he undertook. The memorial volume, which was to be issued by the committee, would appear in a popular edition, and the committee hoped that this popular edition would be distributed by the colleges of medicine and pharmacy so that it could be placed in the hands of every student of pharmacy in the United States, that his memory might act as an inspiration. The volume to be issued was intended by the committee to perpetuate in print as the tablet was intended by the college to perpetuate in bronze the memory of his life and work.

At the invitation of Dr. Chandler, Dr. Reynold Webb Wilcox spoke on behalf of the medical profession, and said that he could wish that some one might have spoken for the medical profession who had known Dr. Rice longer than he. He had, however, been thrown much with him during his five years' connection with Bellevue Hospital, and it had seemed to him

that he was one of those fine, straightforward characters whom you soon learn to know, and to know well. Twenty-five years ago, said Dr. Wilcox, the nihilistic tendency in medicine had reached its height. There was nothing in medical teaching between the diagnosis and the autopsy. Dr. Rice's reports in the early '70's and '80's had done much to rehabilitate therapeutics and to place it on that plane of equality with surgery and diagnosis which its importance justified it in occupying. Dr. Rice had been essentially a man of action in that he was not one of those who merely told how to do things, but one of those who did them. Dr. Rice had done much for elevating the standards of pharmaceutical work, not only in the United States but all over the world. He said that Dr. Rice had done more than probably any one man to bring about a better understanding between physicians and pharmacists, and that medicine stands to-day better, more useful and more scientific for the life and work of Charles Rice.

THE GERMAN APOTHECARIES.

Felix Hirsemann, treasurer of the German Apothecaries' Association, of which Dr. Rice had been an honorary member, spoke for that organization, saying that the deeds men do live after them, and that the deeds of Charles Rice will live after him, not alone in the United States but throughout the civilized world. He said that the location of the tablet was a happy one, for it would be the first thing to catch the eye of the incoming students, who, learning of the life and work which the tablet was intended to commemorate, could not but be impressed and improved.

HIS WORK AS A JOURNALIST.

Caswell A. Mayo spoke of the work of Charles Rice in journalism, a phase of his life work which had not been touched upon during the evening and the importance of which he thought had been generally underrated. Having succeeded Dr. Rice as editor of the *AMERICAN DRUGGIST*, he had been requested by the committee of revision to aid in the preparation of a bibliography of his writing, and his researches in this connection had impressed him with the depth of learning, the originality of conception, the facility in expression and the industry which found its expression in the work of Dr. Rice as a journalist—work which received but little recompense either in fame or in pecuniary remuneration. As a journalist, therefore, Mr. Mayo said that he felt it his duty to pay a tribute to the work of Dr. Rice in the special field of endeavor.

Ewen McIntyre, former president of the college, spoke of the industry and devotion of Dr. Rice in the service of the college, and of the care which he took to so arrange his engagements as to secure to the institution as much of his valuable time as possible. Mr. McIntyre then related an incident in connection with Dr. Rice which brought out the fact that when he was well past middle age, and the master of twenty different languages, he had taken up the study of the Russian tongue. Mr. McIntyre said he had never seen any man so many-sided in his attainments.

THE ALUMNI ASSOCIATION.

Charles Erb, president of the Alumni Association, said that having been a young member of the Board of Trustees he had not come into frequent personal contact with Dr. Rice. His closest contact with him had been in connection with the work of Dr. Rice on the examining committee, and even there Dr. Rice did not appear personally so much as through his influence. All the alumni of the institution, however, felt that they owed much to Dr. Rice and to his influence, and would always cherish his memory.

THE HUMANITY OF THE MAN.

The Rev. St. George Young spoke of the tender humanity of Dr. Rice, which had led him frequently to condone faults in his subordinates and to sacrifice himself in his efforts to make good their own shortcomings. He knew that everything was true that had been said as to his learning, his industry, his ability and his originality, but above all this he valued his memory for the tenderness, the kindness and the humility of his character.

In concluding the ceremonies Dr. Chandler said that he could add nothing to what had been said. He thanked the speakers for the well-deserved tributes they had paid to the memory of a fellow member, whose life would prove an inspiration for workers in pharmacy for all time to come. The meeting was then adjourned and the members assembled about the tablet in the hall, which was unveiled without any further ceremony. The members then gathered in the library, where a collation was served and an opportunity given for exchange of friendly greetings.

Among the visitors present from out of town were Prof. Henry Kraemer, of Philadelphia; and Prof. Wilbur L. Scoville, of Boston.

KINGS COUNTY BACKS THE N. A. R. D.

Co-operative Fire Insurance Appeals to Brooklyn Druggists—The Free Distribution of Antitoxin by Health Department Up for Discussion at the Monthly Meeting of the Kings County Pharmaceutical Society—A Donation of \$25 for the N. A. R. D.

Co-operative fire insurance, free distribution of antitoxin by the Health Department and N. A. R. D. matters were among the principal subjects of discussion at the regular meeting of the Kings County Pharmaceutical Society on Tuesday, October 13, at the Brooklyn College of Pharmacy. President Oscar C. Kleine was in the chair, and Secretary Hegeman recorded. Under routine business Treasurer Ray reported a balance in the treasury of the society of \$435.59, and a balance in the college treasury of \$3,485. William Muir said that there were 186 students in attendance at the Brooklyn College this year, as follows: 101 juniors, 80 seniors and 5 post graduates.

Emil Roller, of the German Apothecaries' Society, explained at length the co-operative fire insurance company which a special committee of which he is chairman has been endeavoring to organize. The movement has so far met with pronounced success. Mr. Roller was listened to with marked attention, and much interest was manifested in the proposition. A committee was appointed, of which Adrian Paradis is chairman, to confer with Mr. Roller and others, and report on the advisability of recommending the plan to the members of the Kings County Society.

Four new members were elected, as follows: E. Wisliceh, 534 Henry street; Benjamin F. Williams, 491 Bushwick avenue; Thomas C. Burchell, 36 Rockaway avenue, and Edward Steinicke, 129 Vernon avenue.

There was considerable discussion over antitoxin. William Dowden at length moved that the secretary be instructed to notify Mayor Low that the Kings County Pharmaceutical Society was opposed to the free distribution of antitoxin by the Board of Health. This did not meet with the approval of William Muir. He opposed the motion, stating that the public, particularly the poorer classes, had been greatly benefited by antitoxin which had been given by the Board of Health. The motion was finally lost.

A resolution, offered by William Muir, was adopted to the effect that an appropriation of \$25 for the N. A. R. D. be made out of funds in the treasury, with the request that the executive of the national body use their best efforts to get proprietors to adopt the direct contract and serial numbering plan. Mr. Muir stated that the object of taking such action was to show the society's good will toward the N. A. R. D., and that while Kings County could not afford to be an active member in the National Association because of the high dues, the society was willing and anxious to do what it could to assist in the N. A. R. D.'s work. Similar action was taken at the meeting of the Bushwick Association, \$10 being appropriated to the national organization.

William Blaikie, a Veteran Utica Druggist.

William Blaikie, the veteran druggist, of Utica, N. Y., returned a few weeks ago from a three months' visit to Scotland, the land of his birth. He is now in his eighty-first year, having been born in Edinburgh, Scotland, in 1822. In the spring of 1842, when he was 20 years old, he emigrated to America, reaching New York after a seven weeks' ocean voyage. Going to Utica, he found employment on the canal at loading and unloading boats. This kind of life was not to his liking, and he was next heard of as one of a party of 30 young Uticans who formed the Utica Mining Company at the time of the gold fever in California. Having pooled their interests, the party made their way to the land of promise. It was a long, tiresome journey in those days, the route being by sea around Cape Horn, taking six months. Mr. Blaikie spent three years prospecting for gold, and having been taken down with fever he abandoned gold mining for trading. After a year's experience at a trading post he decided to return to Utica, where he soon found employment with U. H. Kellogg, the druggist. In 1854 he started in business for himself, opening the drug store which he has conducted successfully ever since. Mr. Blaikie is the oldest active business man in Utica, and is esteemed for his many kindly qualities, enjoying the fullest respect of his fellow citizens, who have honored him in various ways. He is a member of the Utica Board of Charities, the Utica Chamber of Commerce and president of the Utica Savings Bank. When the Stevens Humane Society was formed in



WM. BLAIKIE,
The Veteran Utica Druggist.

Utica he was fittingly chosen its president. In pharmaceutical circles Mr. Blaikie is widely and favorably known, having been one of the founders of the New York State Pharmaceutical Association, and served as treasurer during the first two years of the association's existence. He is now an honored life member.

It is Mr. Blaikie's intention to publish shortly a volume of reminiscences dealing chiefly with his experiences as a gold miner in California.

Obituary.

Monroe W. Lauer, of the well-known essential oil firm of Magnus & Lauer, died at his home in New York after a brief illness on Tuesday, October 13. Mr. Lauer had recovered from a siege of typhoid fever, but suffered a relapse, and, notwithstanding the best medical care and attention, failed to rally. The deceased was 29 years of age, having been born in New York on August 24, 1874. His untimely death has evoked much sympathy for his young wife, the daughter of Edward Hilson, of this city.

William Nay, Chicago manager for Bauer & Black, died Sunday, October 18, at his home, 6434 Kimbark avenue. Mr. Nay was born in England in 1847 and graduated at Oxford. He came to America in 1875.

Died.

COLLINS.—In Providence, R. I., on Sunday, October 11, Merton W. Collins, in the thirty-second year of his age.

DUBOIS.—In Kingston, N. Y., during the week of October 24, Joseph Dubois.

JACKSON.—In Newark, N. J., on Sunday, October 4, Harry S. Jackson, in the fifty-sixth year of his age.

MARTIN.—In Franklin, Pa., on Sunday, October 4, Hugh H. Martin, in the fifty-third year of his age.

NAY.—In Chicago, Ill., on Sunday, October 18, William Nay, manager for the firm of Bauer & Black, in the fifty-sixth year of his age.

OLIVE.—In St. John, New Brunswick, Canada, on Monday, October 5, Eben Olive, in the sixty-third year of his age.

ROSS.—In New Rochelle, N. Y., on Thursday, October 8, John Allan Ross, in the twenty-seventh year of his age.

PRICE.—In Bristol, Tenn., during the week of October 17, Jefferson Price, in the forty-second year of his age.

GREATER NEW YORK

Many of the delegates to the N. A. R. D. convention in Washington stopped over in New York on their return home.

Members of the German Apothecaries' Society are looking forward with much pleasure to the evening of Thursday, November 5, when they will enjoy a *Kommerz*.

Dodge & Olcott, the widely known essential oil distillers, are to erect a factory in Bayonne, N. J., and will remove their Brooklyn plant there when the new buildings are ready.

The Johnson & Johnson bowling team has withdrawn from the New York Wholesale Drug Trade Bowling Association and joined the Philadelphia Association. The team won the local pennant last season and the season before.

The William H. Fales Company have been incorporated to do a general drug business in New York, with a capital of \$4,000, and the following directors: Harold A. Fales, William H. Fales and Samuel E. Decevee.

Otto Boeddiker, of 954 Sixth avenue, Manhattan, has incorporated his pharmacy under the corporate name Boeddiker Pharmacy. The capital is placed at \$10,000, and the directors are Otto Boeddiker, Henry Mears and Harry Scott.

The Biogen Mfg. Company were incorporated under the laws of New Jersey, with a capital of \$250,000, on October 2. The incorporators are Herbert W. Smith and Louis A. Bright, of New York, and G. Nelson Thompson, of Philadelphia.

Alexander Lipschitz, residing at 243 Henry street, New York, and formerly in business at 531 Henry street, Brooklyn, has filed a petition in bankruptcy, with liabilities of \$7,426, of which \$8,236 is for the unexpired lease of the Brooklyn store, and no assets. He was formerly a druggist.

Owing to lack of a quorum there was no meeting of the Drug Trade Section of the Board of Trade last Thursday. A special meeting of the committee of the Jobbing Drug Trade will be held next Thursday to consider an important communication from the Ohio, Kentucky and Indiana Exchange.

The pharmacy of M. A. Kahan, at 2 Avenue A, corner of Houston street, Manhattan, was wrecked on October 20 by a terrific explosion supposed to have been caused by the ignition of alcohol fumes. The front and side windows of the store were blown out, and every shelf bottle destroyed, the interior being wrecked beyond recognition.

A petition is being circulated among the downtown wholesale drug jobbers to close their places of business at 1 o'clock on Saturdays the year round. The petition has already been signed by the Stallman & Fulton Company, James B. Horner, R. Hillier's Son Company, Arthur A. Stillwell, Schoellkopf, Hartford & Hanna, Dodge & Olcott, Thurston & Braidich, R. W. Phair and Rogers & Pyatt.

Fritzsche Brothers, of New York, constituting the American branch of Schimmel & Co., Miltitz, near Leipzig, London, Bodenbach (Austria), Berlin and Hamburg, have issued an announcement that Karl August Fritzsche, residing at Leipzig, eldest son of Hermann Traugott Fritzsche, senior member of the firm, who several years ago was actively engaged in the management of the firm here, has become a partner of the firm.

Following are the names of the candidates who successfully passed the last examination of the Eastern Branch of the State Board of Pharmacy: Guiseppe Bisconti, D. Marshall Durrett, Jacob Felder, Izil Genn, Karl E. Hahn, William Karlipaky, Joseph Pullman, Mitchell Robinson, Adolph J. Rubinowitz, Rebecca Gitler Siegmeister, Judson T. Smith, Jacob Tustruit, Louis Wolpow, David B. Yaffa, Maria Marx, Felix L. Thon and Benj. C. Wanser.

Claude G. Johnson, a retail druggist of 300 Clinton street, Brooklyn, disappeared mysteriously in the early part of this month and caused his family and friends much anxiety. He started out one afternoon to go to the Brooklyn post office and turn over \$100 which he had taken in at the sub-post office in his place of business. No trace of him could be found. Several days later he wired from Chicago that he had been called away suddenly and would return at once.

Prof. William C. Anderson, of Brooklyn, former president of the N. A. R. D., was taken ill last Wednesday and confined to his bed, threatened with appendicitis. In the evening he was hurriedly removed to St. John's Hospital for treatment. After a consultation it was decided to operate immediately, and his numerous friends throughout the country will be re-

lieved to learn that the operation was a success and that he is now on the way to a good recovery.

Among the recent visitors to the local drug market were Mr. Martin, of Borrow, Martin & Co., Norfolk, Va.; Paul M. Massie, of Roanoke, Va.; J. H. Flocken, of Marion, Ohio; Robert B. McLain, of McLain & Yahn, Wheeling, W. Va.; Mr. Lescher, of the Lescher Drug Company, Galesburg, Ill., and Otto A. Meissner, of La Porte, Ind.; C. H. Ellis, Portchester, N. Y.; H. A. Dupee, Bridgeport, Conn.; W. L. Mix, New Haven, Conn.; N. W. Polson, of N. W. Polson & Co., Kingston, Ont., and R. M. Dadd, of J. A. Dadd & Co., Milwaukee.

Visitors at the Drug Club during the past week or two included Robert R. Martin, of Bombay, F. Stearns & Co.'s representative in the far East; Charles F. Mann and M. E. Keyes, of Detroit; R. E. Finegan, of Lincoln, England; V. P. Powell, of London; John Baker, Jr., of San Francisco, and Thomas Voegell, of Minneapolis; J. V. Reed, Baltimore; Gilbert Smith, Rome, Italy; Alden Sleeper, Boston; F. W. Passmore and H. J. Fish, London; Charles L. Ross, Ticonderoga, more and H. J. Fish, London; Charles L. Ross, Ticonderoga, Ga., and John C. Dorland, Bay Shore, Long Island.

Thomas A. Edison, the well-known inventor, has brought suit in the New Jersey courts to restrain the Edison Polyform & Mfg. Company from using the name Edison on a liniment put up by them. He also seeks to compel the company in question to pay over to him the income and profits derived from the use of his name. Mr. Edison's bill of complaint states that on or about May 23 last Wilbur L. Beatty and George J. Meier, of Chicago, and J. Tracy Horton, of Newark, organized the Edison Polyform & Mfg. Company, with which concern Mr. Edison claims to have no connection. Warning was sent to the company by Edison, when he learned of their existence, but no heed was paid to it.

The Drug Clerks' Circle.

An open meeting of the Drug Clerks' Circle was held in Pacific Hall in East Broadway on Thursday evening, October 15, which was presided over by the president, Philip Lewy. After the transaction of routine business, the president introduced Dr. Albert H. Brundage, president of the State Board of Pharmacy, who delivered an address upon Success, and How to Win It. The address was general in its character, and occupied the major portion of the evening, the exercises not opening until nearly eleven o'clock. At the conclusion of Dr. Brundage's address, Prof. William C. Anderson, of Brooklyn, was introduced, and made a few desultory remarks, saying that he had proposed to point out the advantages to be gained through organizations such as that of the Drug Clerks' Circle, but that owing to the lateness of the hour he would defer his remarks until another occasion. This was followed by a recitation by Miss Beck. Dr. Joseph Kahn, the treasurer of the Circle, recited an original poem, which embraced the creed of the organization. This was followed by a programme of music and recitations rendered by various members and friends of the association.

The association is to have an annual ball on Christmas Eve, and this fact was announced by Louis B. Epstein, vice-president of the Circle, who presided during a portion of the evening.

PRESIDENT BRUNDAGE TO THE DRUG CLERKS' CIRCLE.

The following is a copy of a letter sent on October 10 by President Brundage, of the New York State Board of Pharmacy, to the officers and members of the Drug Clerks' Circle:

A copy of the set of resolutions passed by your organization a few days since regarding pharmacies being left in charge of unlicensed clerks, was received from you yesterday.

In response I would say in behalf of the State Board of Pharmacy that the board is and has long been unceasing and vigorous in its efforts to secure a wholesome observance of the pharmacy law on the part of all persons amenable thereto. No pains are spared nor vigilance relaxed which may insure to the protection of the public and law-abiding pharmacists and the dignity and advancement of pharmacy.

In this spirit and effort public weal has been conserved by apprehensions by the Board of Pharmacy, not only in the direction to which you refer, but equally effectively by many convictions of keepers of grocery stores and paint stores, whose illegal drug practices jeopardized public safety.

Upon careful consideration it must be apparent that the State Board of Pharmacy has an enormous field and many complex questions with which to deal, and that the facilities at its command are quite inadequate to its needs. It does the best it can, and would gladly do more than it has succeeded in accomplishing.

It must look to right-minded pharmacists to co-operate with it in the discharge of its functions that the highest results may be secured. It will always gladly receive any advice or information which will enable it to more successfully protect the public and law-abiding pharmacists, and secure the conviction of wrong-doers.

Yours respectfully, ALBERT H. BRUNDAGE,
President of the State Board of Pharmacy.

FIRE DEPARTMENT'S UNFAIRNESS.

Alleged Discrimination in Favor of Painters—Favoritism Charged Against Chief of the Bureau of Combustibles—Interesting Disclosures at the Monthly Meeting of the Manhattan Association.

Mostly routine business was transacted at the regular monthly meeting of the Manhattan Pharmaceutical Association, held Monday evening, October 19. The attendance was limited. There were no reports from any of the standing committees. The special committee appointed to revise the by-laws so as to make them conform to the provisions and requirements of the association's charter reported progress. Treasurer Hitchcock reported on the condition of the Treasury as follows: Dues received since the preceding meeting, \$175; balance on hand at last meeting, \$174.96; disbursements, \$4.75; balance in the treasury at Monday's meeting, \$345.21.

An interesting and novel feature of the meeting was an interchange of views among those present on the compounding of difficult prescriptions. Among those who participated in the discussion were Messrs. Faber, Hitchcock, Collins, Weinstein and Erb.

DRUGGISTS' FIRE INSURANCE.

Emil Roller, chairman of the Special Committee of the German Apothecaries' Society, in charge of the undertaking to establish a co-operative fire insurance company for druggists, was present at the meeting and explained in detail what had already been accomplished in that direction, and pointed out the advantages to be derived from such a company. A vote of thanks was tendered to Mr. Roller for his interesting and valuable remarks, and a committee of three, consisting of William C. Alpers, Walter E. Faber and Oscar Goldman, was appointed to confer with Mr. Roller and his committee on the advisability of the Manhattan Association becoming actively interested in the movement, and to report at the next meeting.

THE FREE DISTRIBUTION OF ANTITOXIN.

President Erb brought up the subject of the Board of Health's action in discontinuing the sale of antitoxin and adopting the policy of distributing antitoxin free. Secretary Swann called attention to the fact that the free distribution of antitoxin was to be carried on only outside of Greater New York, and that the Health Department would continue to sell antitoxin as usual within the city limits.

THE LAW AS TO "GOODS ON COMMISSION."

President Erb also called the attention of members to the necessity of giving particular attention to goods received or left at their stores "on consignment." The law, he said, provides if the proprietor of a drug store does not, within a specified time, acknowledge the receipt of such goods, or if he neglects to notify the parties who left them that he does not wish to keep them, the consignor can collect for the goods so "consigned." Secretary Swann said that it was his understanding that the time limit fixed by law for such notification was 90 days. President Erb said that he had experienced some trouble in this matter, and he advised druggists to give particular attention to this practice of leaving "goods on consignment."

BENZIN SALES BY PAINTERS.

W. L. Schaff, chairman of the Trades' Interests Committee, reported and made an interesting disclosure in connection with the regulation of the Bureau of Combustibles governing the storage and sale of benzin, etc., by druggists and paint dealers. Mr. Schaff said that recently a representative of the Fire Department called on him at his store. In the course of conversation Mr. Schaff told the fireman that a certain paint store not far from his place was selling benzin in violation of the city ordinance; and, furthermore, that that paint shop was located in a building occupied by five or six families. The representative of the Fire Department doubted Mr. Schaff's allegations. To prove that he was right Mr. Schaff had a boy go to the paint store in question, followed by the fireman. He gave the boy a bottle, with instructions to purchase a small quantity of benzin. This the boy did, and the transaction was actually witnessed by the Fire Department's representative. The latter said he would bring the matter to the attention of the authorities, and Mr. Schaff will appear as a witness if necessary in an action brought against the paint store in question.

There has been a great deal of complaint on the part of retail druggists against the practice of paint stores in selling benzin, etc., with apparent impunity, although such stores are supposed to be subject to the same regulations in this respect as are drug-

gists. The Bureau of Combustibles, which is presided over by the chief of the Bureau, George Murray—a former paint man—has been openly charged with discrimination in favor of paint stores in the enforcement of the regulations, and many druggists, including Mr. Schaff, believe it is high time that such stores were compelled to comply strictly with the law.

DRUGGISTS LOSE EXCISE CASES.

State Excise Department Prosecuting Druggists for Violations of the Liquor Law—Some Important Decisions Affecting Local Druggists.

The State Excise Department won two cases against retail druggists of Greater New York within the last week or so, which are of particular importance and interest to the retail drug trade. An extended account has been printed in these columns of Justice Davy's decision in an excise case in Rochester that an employer is not liable for the act of a clerk who sells liquor in violation of the State excise laws, when the employer has given specific instructions not to make such sales. This decision, however, was not concurred in by Justice Greenbaum in Part X of the Supreme Court, Manhattan, in a recent case. It is interesting to note also in this connection that the State has appealed from Justice Davy's decision in the Rochester case, and argument will be made before the next term of the Appellate Division.

The case before Justice Greenbaum was brought by State Excise Commissioner Cullinan against E. D. Paxson & Co., of 1449 Broadway. The defendant was charged with selling a well-known brand of malt whiskey to a special agent of the Excise Department without receiving a physician's prescription. The question at issue was: Was this brand of whiskey taxable? Paxson holds a Subdivision 3 liquor tax certificate, and the action, the first of its kind in this State, was brought to recover on the bond against Paxson as principal and the United States Guarantee Company as surety. Cantwell & Moore, attorneys for the defendant, admitted the sale of the whiskey, but contended that it was a medicated beverage—a medium rather than a liquor—and as such was no more amenable to tax than pepsin, calisaya, etc. Dr. Crampton, of Washington, and Dr. Gay, of the State Agricultural Department, testified for the prosecution. The latter declared that this whiskey contained 48 per cent. of alcohol. The defendants' attorneys argued that Paxson was not responsible for the act of his clerk in selling the whiskey, and cited the decision of Justice Davy in the Burkhardt case of Rochester. The Excise Commissioner brought the action under Section 11, Subdivision 2, of the liquor tax law.

Judge Greenbaum did not concur in the ruling made by Judge Davy, and ordered a verdict for the plaintiff. The forfeiture is \$500.

The other case referred to was that of the State Excise Commissioner against John P. Evers, a retail druggist at Lexington avenue and 124th street, as principal, and the United States Guarantee Company as surety. This case was also argued before Judge Greenbaum, and Cantwell & Moore appeared for the defendant. The charge against Evers was that he sold brandy without a physician's prescription. The jury returned a verdict for the Excise Department. Throughout the State there are pending a large number of cases of alleged similar violations of the excise law by druggists. Many of these are Brooklyn men, and it is expected that this conviction will have an important bearing on these cases.

A New Wholesale House in Wichita.

A new wholesale drug house will be opened January 1 in Wichita, Kan., and will be known as the Southwestern Drug Company. Porter B. Fitzgerald, who has been in the office of Morrison, Plummer & Co. for 15 years, will be general manager of the company. Mr. Fitzgerald has resigned his position to take effect November 1. He was at one time engaged in the retail drug business in his old home in Niles, Mich., and entered the employ of Morrison, Plummer & Co. in the spring of 1880. After serving some time with this firm, he was with the firm of Fuller & Fuller Company for four years, and traveled for them through Illinois and Iowa, then he re-entered the employ of Morrison, Plummer & Co. in 1888, and has been employed in the office for the past 15 years. Mr. Fitzgerald is a man of sterling qualities and a thorough business man. He leaves a host of friends behind him who wish him every success in his new venture.

WESTERN NEW YORK.

Trade Fair in the City by the Lake—Cut Rates Prevail—The Pharmacal Drug Co. Withdraw from Buffalo—Officers of Empire State Co. Re-elected—Violators to be Looked After by the Board.

(From our Regular Correspondent.)

BUFFALO, October 22.—There is about the average amount of trade in the Buffalo drug stores this fall, some druggists, as usual, reporting business dull and others calling it good. The effort to control prices has apparently been given up and the study is now to find how to make a profit in spite of the competition of the great stores. So long as there is plenty of money in the people's hands this is not a very hard task, especially where the business is not conducted in the immediate shadow of this sort of competition, which means that the outlying stores and those in the country are generally doing quite as well as those in the center of trade. As to the best method of conducting the proprietary medicine trade the effort to get full prices where possible is condemned by some of the shrewdest city druggists. They say that it will not answer to ask more than others do. The people will not complain very generally of what they consider overcharges, but they will stay away and withdraw their other trade.

THE PHARMACAL DRUG COMPANY, OF TORONTO,

which for several years has conducted a large wholesale branch store in Buffalo, has found the business unprofitable and is closing up preparatory to withdrawing. F. Maurice Griesheimer, the local manager of the store, has become the vice-president of the establishment of Blauw & Brickner, of Rochester, and is shipping the stock of the Buffalo store there. It is expected that President Murchison of the Pharmacal Drug Company will continue in Toronto as before and drop Buffalo as a trade point. This leaves Buffalo with only one strictly wholesale drug store, and it speaks well of a management that is able to hold its field against all competition. There is considerable wholesale business done by the two or three buying companies, made up of members of the retail firms, but they do not, as a rule, sell at wholesale to any outsider.

THE EMPIRE STATE DRUG COMPANY,

of Buffalo, held its annual meeting on October 14, finding the business, as formerly, proceeding satisfactorily, with good profits from all branches. The old board and officers were re-elected. The officers are: Thomas Stoddart, president; H. J. Dimond, first vice-president; Felix Hirseman, of New York, second vice-president; George Reimann, treasurer; John Peterson, secretary and general manager; Messrs. Stoddart, Reimann and Nell McEachran, executive committee.

THE WESTERN BRANCH OF THE STATE BOARD OF PHARMACY

held a special meeting on the 21st to take up cases of violation of the pharmacy law. It appears that some of the druggists of the district are still willing to risk arrest and expense in order to be permitted to do as they please so long as they can remain undiscovered. The violations consist of conducting stores without a licensed pharmacist, and in the country there is the old abuse still of selling poisons in general stores.

THE BUFFALO COLLEGE OF PHARMACY,

which opened its fall term on October 8, welcomed a class of 105, as against 109 of last year, so that it is likely that a few latecomers will make the number a trifle larger than last year. The faculty has never placed a positive limit to the time of entrance, as it sometimes turns out, as it did last year, that a latecomer is the best man in the class; and again some students are so slow in their work that they cannot catch up after starting a very few days late. There is no change in college conditions. Even a vacancy caused by the death this month of Chancellor Wilson S. Biswell of the University of Buffalo is left unfilled, as he was not actively connected with the every-day work. There was no disturbance at the opening in the hazing line, as the faculty was very determined; and as there was nothing of the sort last fall the older class had no debts to pay, so it all went smoothly. This season the College of Pharmacy has no one on the University football team, as it opens too late for that, as a rule, so that nobody but a great catch in that line would be likely to draw on.

MINOR NEWS NOTES.

Zigmund Zdzislaw Kielawa has opened a new drug store on Peckham street. He was formerly located in Buffalo, but of late has conducted a drug store in Jersey City.

Luther A. Thomas, a graduate of the Buffalo College of

Pharmacy, and for some time inspector for the Middle Branch of the State Board of Pharmacy, has returned to Buffalo to attend the medical college. His drug headquarters is at the Perkins Pharmacy on Upper Michigan street. He will probably return to his inspection work when the college year closes.

NEWS OF THE TRAVELERS.

The "Red Lilly" pharmaceutical preparations took a step forward lately on the visit of E. O. Norte, who knows how to sell goods as well as to tell a good story.

W. F. Sohni, who sells boxes and lithograph labels for the New York Paper Box Company, spent the first week of October in Buffalo, and then sped away with his book full of orders.

C. L. Pettis, who carries such an air of distinction that some of his friends speak of him as the colonel, spent a few days with us lately, selling a lot of goods for Solon Palmer the perfumer.

H. P. Snow, who, according to one of his customers, always gets in on time if the snow is not too deep, was in Buffalo this month selling, as usual, the surgical goods of Johnson & Johnson.

A. Bateman, among the most genial and steady-going of the traveling drug salesmen on the road, was in Buffalo for a few days during the early part of October, selling surgical goods for Bauer & Black.

Edwin H. Powell, the generously fashioned and generously minded Buffalonian, who sells druggists' sundries for Lehn & Fink, paid his many customers in the city a visit after the middle of October.

Robert E. Service is a pleasant fellow, but he should not make himself a reminder of cold weather by announcing that he comes to Buffalo this month with holiday goods, even if they are as fine as Lazell, Dalley & Co. can make them.

J. S. Marvin lives in Buffalo, and is therefore doubly welcome when he returns on business and can stay awhile. He lately spent the usual allotment of time with us, sold a satisfactory amount of surgical goods for Seabury & Johnson, and then continued on his route.

SERUM THERAPY.

Illustrated Lecture on Biological Products Before the Brooklyn College of Pharmacy.

Joseph Helfman, who is connected with the well-known pharmaceutical house of Parke, Davis & Co., of Detroit, and is editor of the Bulletin of Pharmacy, delivered an interesting lecture on Tuesday evening, October 13, at the Brooklyn College of Pharmacy. His subject was "The making and Testing of serums, vaccine and other biological products." The lecture was illustrated with stereopticon views, and was divided into three parts. In the first part likenesses of noted bacteriologists were shown, among them being that of Louis Pasteur, the "father of modern bacteriology," and Dr. Koch, the eminent German bacteriologist. These views were followed by pictures of cultures of disease-bacilli, such as diphtheria, tuberculosis, typhoid fever, pneumonia, tetanus and other germs. The lecturer gave very interesting data on all of these. The second part of the lecture consisted of a series of views of the laboratory, showing the process of making and testing the anti-diphtheric serum. Mr. Helfman described the various stages of the process at considerable length. A feature that proved particularly interesting to the audience was the process of securing antitoxin from horses and the treatment the animals are subject to prior to and during that process. Then followed views illustrating the process of making vaccine. This was also described in detail. Additional views of Parke, Davis & Co.'s immense establishment at Detroit were shown, and the lecturer closed by thanking the audience for their attention. Mr. Helfman delivered a similar lecture at the New York College of Pharmacy on the following evening.

Registered in North Dakota.

At the meeting of the North Dakota Board of Pharmacy, held at Fargo, on September 22 to 23, 16 applicants for examination presented themselves, of whom only the following seven were successful: A. A. Bradley, Minot; H. D. Holenberg, Minot; S. E. Arthur, Conway; J. A. Ringnell, Lidgerwood; A. W. Phinn, Grafton; A. M. Hathaway, Casselton;

Same Rainsville, Kenmare. Those who wrote only one paper entitling them to exchange certificates from other States, and who passed, were B. J. Ness, Devil's Lake, and Willes Tyron, Courtenay.

MASSACHUSETTS.

Boston Trade Pleased with N. A. R. D. Work—The Board of Health Seeking a Laboratory Site—Druggists in Court—News of the Trade.

(From our Regular Correspondent.)

Boston, October 21.—The trade as a whole is much pleased with the recent action of the N. A. R. D. at Washington, and the delegates return with enthusiastic reports. George W. Cobb takes a roseate view of the situation, and good things are predicted for the future. The trend of affairs here is shown somewhat by persistent rumors of a coming movement to raise the schedules, and there is a demand for a schedule on counter goods. At present there is no organizer here, but it is anticipated that one of the association's men will be here in the near future. The trading stamp is again in issue, and is being discussed all over the State. Druggists are heartily tired of their expensive nuisance, but no effective and satisfactory method of escape has yet been proposed.

AN ANTITOXIN LABORATORY FOR THE STATE BOARD OF HEALTH.

The State Board of Health is looking for a suitable location at Forest Hills for a plant for the manufacture of antitoxin under perfect hygienic conditions. Dr. Smith, who has charge of this branch of the board's work, has recently been in England and Germany, studying perfect methods for the preparation of this agent. The board was the target of some criticism last winter for not employing great care in its manufacture of antitoxin, and evidently is endeavoring to forestall further comment in this direction. A daily paper in this city, which has established a reputation for unwarranted attacks upon the drug trade, is just out with an article claiming to possess positive information that druggists are raising money to fight the board at every step in the making of antitoxin and like agents—an allegation founded more on imagination than fact.

DRUGGISTS AND THE COURTS.

A civil suit connected with the drug trade has just been tried in this county. *Mary F. Frost vs. Charles B. George et al.*, to recover \$3,000 for alleged conversion of goods in a drug store in Everett. After a lengthy trial the defense was given a verdict. The State Board of Health recently brought a criminal complaint against a drug clerk in Nantucket for selling adulterated liquor. The case is still pending. Joseph Wilson, 1961 Washington street, Roxbury, was recently visited by the police, who secured 10 gallons of whiskey at his store. Frank K. Lynch's store, Cambridgeport, was broken into a few nights ago and robbed of \$17 and stamps worth \$15. Three boys were arrested for the crime later. Recently at Biddeford, Me., nine stores were raided and liquors seized in all of them. In addition the sheriff brought against the druggists charges of single sales of liquors as a result of spotter evidence.

TALKED ABOUT.

Mr. Verner, of Spencer, has been succeeded by J. T. Begley.

James A. Mansfield, M.D., M.C.P., '89, was married to Miss Katherine M. Murphy at Roxbury, on October 14.

C. P. Flynn of South Boston surprised his friends by quietly marrying Miss Sophie Lena Waltzan on October 1.

"Why the Democratic Party Left Me" was the subject of a recent address by Amos K. Tilden before the Young Men's Congress.

Edward S. Kelley, Ph.G., formerly of Kelley & Durkee, is now in charge of the prescription department at Jaynes', Washington and Hanover streets.

Pharmacist S. W. Douglass has been transferred from the navy yard at Portsmouth, N. H., to the navy yard, New York, for duty at the naval magazine, Iona Island.

Charles F. Cutler, treasurer of the Eastern Drug Company, and Nathaniel J. Rust, formerly in the wholesale business in Hanover street, are directors of The Commercial National Bank.

PENNSYLVANIA.

The College Meetings Resumed—Special Meeting to Hear Mr. Helfman—Charged with Robbery—Chemicals Explode.

(From our Regular Correspondent.)

Philadelphia, October 22.—Every effort is being made to make the pharmaceutical meetings of the Philadelphia College of Pharmacy more entertaining than ever this season. They are held on the third Tuesday of each month from October to May, inclusive, at three o'clock. The committee has sent out the following circular to all druggists and those interested in the welfare of the college:

"Almost uninterruptedly since 1842 the Philadelphia College of Pharmacy has been holding annually a series of monthly meetings, having for their object the presentation and discussion of matters of pharmaceutical interest.

"When they were first organized it was directed that these meetings be known as the 'Pharmaceutic Meetings of the Philadelphia College of Pharmacy,' but in more recent years they have come to be known as the 'Pharmaceutical Meetings.'

"While formerly the interest in them was more or less local, this cannot be said to be strictly true at the present time, for not only are papers received from authors in other parts of the country, but not infrequently the speakers come from quite a distance.

"There is no attempt made to conduct these meetings along special lines; but, on the other hand, the aim has been to make them of general pharmaceutical interest, and any one who is desirous of advancing the status of pharmacy in any one of its several branches, whether as teacher, research worker, retailer or manufacturer, is invited to participate in them by the presentation of papers; the exhibition of new and useful forms of apparatus; the exhibition of specimens of new and rare chemicals, pharmaceutical products, medicinal plant or drug specimens, food products, etc., or by the introduction of special topics for discussion.

"The opening meeting of the series for 1903-1904 will be on Tuesday, October 20, at three o'clock. You are cordially invited to be present, not only at this meeting, but at succeeding meetings as well."

THE PRODUCTION OF SERUMS AND VACCINES.

On October 12 Joseph Helfman, of Detroit, lectured on The Production of Serums and Vaccines. This was a special meeting.

THE PHARMACEUTICAL MEETING.

On October 20 the first of the series of pharmaceutical meetings for 1903-1904 was held at the college, and is reported in full in another column.

CHEMICALS EXPLODE.

Dr. A. H. Tuck and Bentley Rheinhardt, chemists, of Camden, were severely burned on October 17 by an explosion while experimenting with some concoction they were making. Whatever they were at they desired to keep a secret. Although they were suffering greatly they would not leave their work room until some of their employers arrived, and had covered up the instrument they were working on. The two injured men were taken to the hospital.

A QUEER EXHIBIT IN A DRUG STORE WINDOW.

H. B. Morse, the popular druggist at Seventeenth and South streets, has on exhibition in his window one of the largest owls that has ever been seen in this section of the country. The owl was captured by Dr. J. Malcolm Henry on a recent gunning trip in the far West. It attracted so much of a crowd that the police had to be called on to open a passageway.

HELD ON CHARGE OF ROBBERING SMITH, KLINE & FRENCH COMPANY.

On October 14 three trusted employees of the Smith, Kline & French Company were arrested, two having been in the employ for 12 years. They were Robert Harford, Joseph G. Haines and Edward Kramer. In connection three other outside men were also arrested. At the hearing it was testified that the three prisoners who had been employed by the drug firm had during the past taken many articles from the store to a nearby saloon, where they were left for the outside men, who called twice a week. The prisoners said the other men had asked them to get soap, tooth powder and perfumery in exchange for theatre tickets. The prisoners were held in \$1,200 bail each.

THE COLLEGE HOUSE,

at 1913 Arch street, which is conducted by the Philadelphia College of Pharmacy, has proven to be a big success. There

are accommodations for 50 students as lodgers, and 47 are now located there. On October 9 the inaugural dinner was given, at which the committee welcomed the boarders. On October 18 M. N. Kline inaugurated a short Sunday service. On October 23 the boarders gave their first dance. The chaperons were the wives of the members of the committee. It is intended to have some kind of an entertainment each week.

BOWLERS REORGANIZE.

A meeting of the Philadelphia Wholesale Drug Bowling League was held at the Philadelphia office of Johnson & Johnson on the 6th inst. The League was reorganized; teams representing the Philadelphia College of Pharmacy and the Retail Drug Athletic Association were admitted, and the following officers elected: J. Ellwood Lee, president; B. S. Thorpe, vice-president; C. L. Wells, secretary; C. P. Donnel, treasurer. The Johnson & Johnson Red Cross Team, who have won the New York Drug League championship three consecutive seasons and are now holders of the League's cup, have entered the Philadelphia League.

PHILADELPHIA ITEMS.

H. L. Randall has opened a new store at Seventeenth and Dauphin streets.

Mr. Lewisson will shortly open a new drug store at Sixth and Parrish streets.

Fred. Feum, of Wallace & Co., who has done a big business here, has gone back to New York.

Rudolph Wirth, representing Fougera & Co., of New York, paid a flying visit to his customers last week.

S. C. Dickinson, representing the American Witch Hazel Company, was in the city recently looking over the trade.

Walter F. Ware Company are building an additional three stories to the rear of the building, 512 Arch street.

W. T. Sellers, the popular veterinary surgeon, has again entered into the drug business at Broadway and Walnut street, Camden.

The estate of J. W. Pechin has sold the drug store at Thirteenth street and Columbia avenue to C. H. Rehfsus. The new owner has also a store at Twelfth and Pine streets and Camae and Norris streets. The store at Germantown avenue and Cambria has been sold to his former clerk, John Michaels.

A. C. Gracey, the popular West Philadelphia druggist, is receiving the congratulations of his many friends for being a successful guesser. The Tobacco Company some time ago offered a prize of \$1,000 to the person who would make the nearest guess of the balance the United States Treasury held on a certain day. Mr. Gracey did the trick, and is now \$1,000 richer.

Philadelphia College of Pharmacy.

The first of the series of pharmaceutical meetings of the Philadelphia College of Pharmacy for 1903-1904 was held Tuesday, October 20. Dr. C. A. Weidemann, secretary of the college, presided, and the meeting was marked by a good attendance, the programme being an attractive one.

M. I. Wilbert, the first speaker, presented a paper on Scientific Meetings at the Philadelphia College of Pharmacy, in which he called attention to the fact that the early minutes of the college showed that the founders appreciated the value of holding meetings for the dissemination of knowledge of newly discovered facts, the exchange of opinions and discussion of methods.

Dr. Arthur Dare, of the Jefferson Medical College, presented a paper on A New Method for the Determination of the Alkalinity of the Blood. The author pointed out that the alkalies of the blood have important physiological functions and variations from the normal standard must result when pathological conditions ensue. The apparatus devised by the author is known as a hemo-alkalimeter, and is used in connection with the spectroscope.

Joseph W. England read a paper on The Reactions of Albumin With Acids and Alkalies, in which he pointed out that such combinations were apparently more physical than chemical in their character.

A feature of the meeting, which was of more general interest, was an account of a recent trip to Bermuda by D. E. Bransome, this being illustrated with a number of specimens and photographs.

Prof. C. B. Lowe presented some notes on the position and construction of the drug store sink.

Professor Kraemer exhibited a maranta plant, which he had grown from rhizomes sent to him by Mr. Outerbridge, of Bermuda, and also the fruiting branches of Euonymus and other medicinal plants.

ILLINOIS.

C. R. D. A. Blocks an Objectionable City Ordinance—An Attempt Made to Limit Sales of Carbolic Acid to Orders on Physicians' Prescriptions—Popularity of the Drug as a Means of Suicide—Other Suicide Routes in Chicago—Mr. Bodemann Gets Highest Official Approval of His Actions as President of the State Board of Pharmacy—N. A. R. D. Passes Vote of Confidence.

(From our Regular Correspondent.)

CHICAGO, October 22.—The Chicago Retail Druggists' Association has throttled the plan to have carbolic acid sold only on prescription. The City Council recently passed a resolution, the object of which was to prevent regular sales of carbolic acid, the object being to prevent suicides if possible. The habit of seeking death by the carbolic acid route has become popular here of late, why nobody knows. Some few who are tired of life shoot themselves, a few turn on the gas, and once in a while some one jumps into the lake, but the lake is cold and wet and isn't popular among suicides. By far the greater number who kill themselves drink carbolic acid. Whenever it happens that death doesn't come quickly they always make frantic efforts to prevent the corrosive poison from eating out their vitals, which would indicate that they didn't understand in the first place that they had not chosen a painless method of death.

The plan to sell the acid only by prescription was proposed as a possible remedy for the present state of things, but it met with strong opposition from druggists, and the present belief is that no more will be heard of the matter.

PRESIDENT BODEMANN AND THE COCAINE CRUSADE.

The cocaine crusade is still occupying much attention here, with William Bodemann, president of the State Board, in the storm centre. Parties who have been prosecuted went to the Governor recently and asked for Mr. Bodemann's removal. Governor Yates then asked the board to give its side of the matter, which it did. The Governor then announced that he would stand by the board in its fight, and, as a consequence, it is announced that the matter will be pushed to the limit and the business of illicit cocaine sales ended if possible. Mr. Bodemann has thus gained both legal and official approval of his acts, and of course the better class of the community wants his work to be pushed to a finish. In addition the N. A. R. D., by a rising vote, passed the following resolution at the Washington meeting:

Whereas, Our esteemed colleague, William Bodemann, of Chicago, in the fearless discharge of his official duties as a member of the Illinois State Board of Pharmacy, has found it necessary to prosecute certain druggists of that city for the illegal sale of cocaine; and

Whereas, He has been much abused and vilified by enemies thus created, much to the mental distress of himself and family; and

Whereas, We who know William Bodemann realize how impossible it is for him to be guilty of any dishonest act or to be influenced by any motives other than those dictated by rugged integrity; therefore be it

Resolved, That we hereby declare our utmost confidence in him, that we resent any imputation on his honor, and that we pledge to him our support in his fight against the illegal sale of cocaine by unprincipled druggists.

Although his family is tired of the mud slinging and notoriety that has attended the crusade, Mr. Bodemann is still sticking to his guns. That he has accomplished much in the work is certain, and he will probably do much more before the fight ends.

CHICAGO NOTES.

E. S. Wakelin came in from Phoenix, Ariz., recently to buy holiday goods in Chicago.

Frank I. Ellis, formerly of Ogden avenue, has bought the store at 438 South Fortieth avenue.

James W. Morrison, president of Morrison, Plumber & Co., has returned from a six weeks' trip to Nova Scotia.

J. H. Haney, of Peru, Ind., was in the city recently buying stock for a new store. Mr. Haney was formerly a member of the firm of Hood & Haney, at Peru.

L. W. Moody was another of those who made a long journey to Chicago to make purchases. He came to this city from Portland, Ore.

Otis F. Hall, manager of the Murine Eye Remedy Company, has just returned to his desk in the Masonic Temple after an absence of nearly six months, spent mainly on the Pacific Coast. Mr. Hall has rather boasted of the fact that he has not taken any vacation for many years, so that when he did take a vacation he took a good long one, and now is provided with a fine assortment of fish stories collected at the Santa Catalina Islands, off the coast of California, where he spent a considerable portion of his vacation.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, October 24, 1903.

THE past fortnight has developed no new feature of special interest in the general market. A rather quiet condition of affairs has ruled, the bulk of the transactions coming to the surface consisting of jobbing quantities, there being few in the trade who appear willing to take chances upon future business in view of the present disturbed condition of the money market. The market, however, retains the steadiness which has characterized it for several months past, and while a slight weakness, accompanied with partial atony, has developed in spots, the fluctuations toward a lower range are on the whole insignificant, the majority of the price changes being in the interest of holders. A further reduction in the price of mercurials is announced by the leading manufacturers, and quotations on bromide salts have been revised to a fractionally lower range, but advances are noted in lithia preparations, sodium benzoate, acetanilid and silver nitrate among the chemicals, while ergot prices continue their upward climb and firmness generally characterizes the leading staples. The principal changes of the period under review receive mention below:

HIGHER.

Alcohol,
Quinine, Java,
Menthol,
Ergot,
Lithia preparations,
Acetanilid,
Mandrake root,
Blood root,
Sodium benzoate,
Spear-mint oil,
Ipecac root,
Japan wax,
Celery seed,
Silver nitrate,
Coriander seed,
Balm of Gilead buds,
Elm bark, select,
Epsom salt,
Colchicum seed,
Lobelia seed.

LOWER.

Opium,
Glycerin,
Cascara sagrada,
Bromides,
Angostura bark,
Saw palmetto berries,
Strophanthus seed,
Hemp seed, Russian,
Mercurials.

DRUGS.

Acetanilid is in moderate demand, and values are well sustained at the recent advance to 21c.

Alcohol has been in unusually heavy demand during the past few weeks, and prices have been advanced 2c a gallon by the combination of producers, the quotations now being \$2.45 to \$2.47 less the usual rebate. The demand continues of more than average proportions, and dealers report some difficulty in getting sufficient stock to fill orders. Wood is unchanged at 50c to 55c for 95 and 97 per cent., respectively.

Arnica flowers are in small supply, and firmly held at previous quotations, or, say, 9c to 9½c, as to quality and quantity.

Balsams.—Copaiba, Central American, from first hands, continues held and selling at 35c to 36c, with jobbers quoting a slight advance upon this range. Canada fir is in small supply, and under good control with the sales at \$3.15 to \$3.60. Peru is more freely offered, but values are fairly steady at \$1.05 to \$1.07½, as to quality and quantity. Tolu is weak and neglected, with the few sales that come to the surface at 25c to 27c, as to quality and quantity.

Barks.—Buckthorn is held with more firmness, and sales are making, in a jobbing way, at 4¼c to 5c. Cascara sagrada is easier in the face of slackened demand, and 16c to 25c about represents the general range of values, with sales reported between the two extremes. Cottonroot has developed some scarcity, and holders ask 18c to 22c. Prickly ash has receded a notch or two, and business is reported within the range of 12c to 14c, as to quality and quantity. White pine has been in seasonable demand, and holders obtain 4c to 4¼c. Sassafras is in light jobbing demand only, but values are well maintained by most holders in view of light stock.

Bromide salts are fractionally lower, manufacturers now quoting potash at 30c to 31c; ammonium, 40c to 41c; and sodium, 35c to 36c, by 50-lb. lots in one delivery.

Buchu leaves, short, are in small supply, but consumers' wants are light and prices show no variation, the market being quiet at 21¼c to 23c, as to quality and quantity.

Burgundy pitch is held with more firmness, in consequence of increased demand, and 2¼c is now generally named as inside.

Cacao butter has not varied since our last, trade being of a moderate jobbing character at 26¼c to 27½c for bulk and 33c to 34c for 12-lb. boxes.

Caffeine is in moderate demand, with the sales at \$3.00 to \$3.25.

Cassia buds continue inactive, though the market appears steady at 16c to 17c.

Chamomile flowers are maintained with some firmness at our quotations, though they are asked for only in small lots. German held at 13c to 23c and Roman at 10¼c to 12c.

Coca leaves continue to reflect the upward tendency of primary markets, but the demand at the moment is only moderate, and prices do not vary from 18c to 20c for Truxillo and 30c to 32c for Huanuco.

Codliver oil has been moderately active in a jobbing way since our last, and the market is firm at previous quotations, or say \$120.00 to \$140.00, as to quality and quantity, for Norwegian. Newfoundland is reported in moderately active demand, and is quoted at \$3.25 to \$3.50.

Colocynth apples are offered with increased freedom, and the market has a slightly easier tone, though sales continue to be made at the previous range of 35c to 40c for Trieste and 27c to 30c for Spanish.

Epsom salt has marked a fractional advance since our last, the revised quotations of manufacturers being \$1.00 to \$1.10, as to quantity, the outside figure being for 25 to 100 bbl. lots, and the inside for carload quantities.

Ergot maintains its firm position, the course of the market being still upward in sympathy with foreign advices, but prospective buyers do not come forward with any alacrity, and while 50c is named in most instances, 45c is named as acceptable by others.

Grindella robusta has been more actively inquired for, and we hear of numerous jobbing sales at the range of 8¼c to 10c, as to quality and quantity.

Lithia salts have been advanced by the manufacturers to the range of \$1.25 for benzoate, \$1.65 for bromide, \$1.75 for carbonate, \$2.00 for chloride, \$1.25 for citrate and \$1.10 for salicylate. The quotation is shaded on quantity orders, a rebate of 15c. per lb. being allowed on lots of this size.

Lycopodium is in light supply and firmer, with Pollitz quoted at 57c to 60c, and unmarked 56c to 58c.

Manna is firmer, in sympathy with primary markets, but prices are unchanged at previous quotations, or say 45c to 50c for large flake, 36c to 38c for small flake and 32c to 34c for sorts.

Menthol is held with increased firmness under the influence of stronger advices from primary sources, and local dealers now name \$6.75 to \$7.00, an advance over previous prices.

Opium is weak and unsettled in the absence of important demand coupled with competition among holders. Business has been completed since our last at \$3.20 for single cases, and

\$3.22½ for broken lots, while powdered has followed the gum with a decline of 5c, being now quoted at \$3.75 to \$3.80.

Quinine is less freely inquired for in a jobbing way, but the market is characterized by a firm tone, and we have no change in price to report, manufacturers still quoting on the basis of 25c for bulk in 100-ounce tins. German and Java in second hands are quoted nominally at 24½c and 23c to 23½c, respectively. The London bark sale on the 20th inst. went at an advance of about 10 per cent. over the figures of the preceding market, and this circumstance has stimulated the market materially, the tendency of values being distinctly upward.

Saffron, Spanish, is finding sale in a jobbing way and the market is steady at \$7.50 to \$8, an advance over previous prices caused by strong cable advices from primary sources. The harvest this year has not been so plentiful as in previous years.

Vanilla beans have shown no action of any consequence since our last. A fair jobbing inquiry is reported for Mexican whole and cut at our quotations, or say \$8 to \$11 and \$3.75 to \$4.50, respectively.

Vanillin is in firmer position, and an advance is looked for in some quarters, though quotations are as yet unchanged at 48c to 50c for domestic.

Yerba santa is in improved demand, and holders are firm in their views at 10c to 12c, as to quality and quantity.

CHEMICALS.

Acetate of lime is without change from previous quotations, the demand being met at .90c to .95c for brown, and 1.40c to 1.45c for gray.

Alum is maintained at \$1.75 to \$1.90 for lump, and \$1.85 to \$2 for ground, and \$3 to \$4 for powdered. A steady, moderate inquiry is experienced.

Arsenic is maintained with more firmness at 3½c to 3¾c for white, and 6¾c to 7¼c for red.

Blue vitriol is held steadily by manufacturers at the established range of 4.80c to 5c, as to quantity, but second hands are shading the inside figure, in some instances naming 4¾c as acceptable.

Chlorate of potash has continued quiet during the interval, and spot lots from second hands have sold at 7c to 7¼c for domestic; foreign, crystals and powdered, are quoted 10¾c to 10¾c and 10¾c to 11c, respectively.

Cream of tartar is steadily maintained at manufacturers' price, or say 24½c to 25c, and the demand continues fair for small quantities.

Hypophosphite salts are in moderately active demand, and quotations are steadily maintained at the previous range of 48c to 50c, as to quantity, for soda, lime and potash.

Nitrate of silver has marked an additional advance in sympathy with the appreciation in the metal, and we now quote the range at 39¾c to 42¾c.

Oxalic acid is quiet, without, however, any quotable change in price, current sales being at 5¼c to 5¾c.

Sodium benzoate prices have been advanced since our last to the range of 40c to 41c for granular and powdered.

Tartaric acid continues in moderately active jobbing request at previous prices, or say 31¼c to 31½c for crystals, and 31½c to 31¾c for powdered.

Zinc sulphate is well maintained, and a fair movement in a jobbing way is reported at 2¼c to 2½c.

ESSENTIAL OILS.

Anise is held and selling in small lots at \$1.07½ to \$1.15, as to quality and quantity, and importers are not urging the distribution.

Cajuput is dull, but the market is well sustained at 75c to 80c, as to quality and quantity.

Cassia is in moderate request at the steady range of 75c to 77½c.

Citronella has developed more firmness and prices show an upward tendency, some holders having raised their quotations to 23c in drums and 23c in cans.

Cloye has toned up a trifle and holders generally quote at an advance to 85c to 87½c for bottles, while sales of cans are reported at 82½c to 85c. Some export demand for the oil has developed as a result of the upward movement in prices abroad.

Peppermint at present values is not experiencing any heavy

distribution, the inquiry being restricted to jobbing quantities, for which \$2.85 to \$3 is paid, according to quality and quantity.

Sassafras, artificial, is finding a steady consuming outlet at 27c to 31c. Natural is in limited supply, and held with more firmness at 40c to 45c.

Spearmint is held at higher figures in consequence of reduced supplies, and the quotation is now \$4 to \$4.25. A good export inquiry is reported for H. G. H.

Wintergreen shows an advancing tendency in consequence of present light stocks, and quotations are firmly maintained at \$1.75 to \$1.90.

Wormwood is dull and values have receded to \$2.75 to \$3.25.

GUMS.

Aloes are quiet, but supplies are held at full previous prices, the quotations for Cape being 14c to 15c, and Curacao 3¾c to 4c.

Arabics, of the various grades, continue to find sale in a jobbing way at our quotations, holders making no attempt to urge business in excess of requirements.

Asafoetida is well maintained and a fair jobbing movement is reported at 22c to 28c.

Benzoin is reported in active jobbing demand, and Sumatra is steadily maintained at 26c to 34c, as to quality.

Camphor is seasonably quiet, but holders maintain prices at 54¾c to 55½c, as to quantity.

Myrrh is held with increased firmness at 22c to 35c, and a fair demand is reported.

ROOTS.

Blood is scarce and quotations show a 50 per cent. advance since our last, the range now standing at 12c to 13c, and prices are expected to go higher, the tendency being distinctly upward.

Dandelion, German, has developed more firmness, and 8c to 8½c was paid at the close.

Golden seal is more freely inquired for and the sales during the interval have been at a slight advance, or say 75c to 78c.

Ipecac has sold liberally during the interval, and prices are higher for both Rio and Carthagena, the former being quoted \$1.40 to \$1.50, and the latter \$1.25 to \$1.30.

Mandrake is scarce and difficult to obtain, and prices are held with increased firmness at an advance to 6¾c to 7c.

Sarsaparilla, Mexican, continues scarce, and holders now quote at an advance to 14c.

SEEDS.

Anise is selling in a jobbing way at 9c to 10c for Italian, and 5c to 5¾c for German.

Canary is held with more firmness, and Smyrna is quoted at 4¼c to 4½c, with Sicily offered at 4½c to 4¾c. It is generally anticipated that prices will go higher.

Celery has hardened a trifle in the interval, and holders offer with more reserve in view of firmer cable advices. Quotations have advanced since our last to the range of 8¾c to 9c.

Coriander is held with more firmness in consequence of present scarcity, and natural is now quoted at 3¼c to 3½c, and bleached at 3½c to 3¾c.

Fennel, new crop German, has come to hand, and offers at 12c; old is obtainable at 10c to 11c.

Hemp is weaker, Russian offering at 2¾c to 2½c.

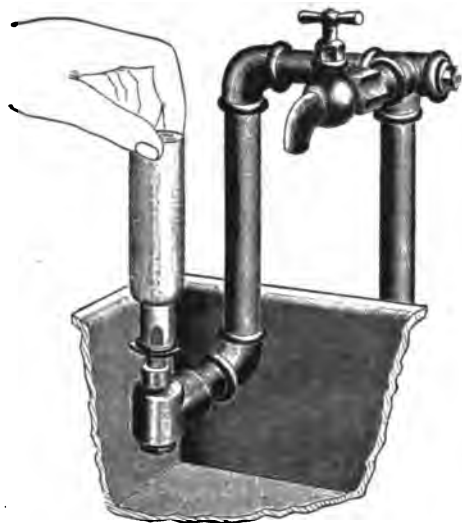
Strophanthus, Kombé, has eased off a trifle since our last, with the quotation now 80c to 90c.

Ninety-nine per cent. of the women who return from the seashore in September will ask your advice about getting rid of the tan which they have been at such trouble to accumulate. Sell them a package of Mrs. Gervaise Graham's Cucumber and Elder Flower Cream, and they will arise and call you blessed. If you haven't got it in stock, write to Mrs. Gervaise Graham, 1261 Michigan avenue, Chicago, Ill., for her special trial package offer, mentioning the AMERICAN DRUGGIST.

The M. J. Breitenbach Company, New York City, are the sole proprietors of Pepto-Mangan (Gude), and their right to the exclusive use of this name has been confirmed in several courts; in fact, in every case where the matter has come up for adjudication. They not only have right on their side in this matter of Pepto-Mangan, but they offer liberal terms to the trade on the goods, and this liberality should certainly win them the undivided support of the retail drug trade.

The "Lightning Bottle Washer."

The Whiteman Mfg. Company, of Canton, Ohio, make in their Lightning Bottle Washer, which is illustrated herewith, a machine which will prove a great time saver. This apparatus can be attached to the water supply pipe at the prescription counter. With it in place, all that is necessary to wash a bot-



tle is to press the bottle down over the nozzle of the washer and the interior of the bottle is washed perfectly in five seconds without the hand being wetted at all. On removing the bottle the stream of water is cut off automatically. Write the manufacturers for quotations, mentioning the AMERICAN DRUGGIST.

British Lanolin.

Evans & Sons, Limited, of 133 William street, New York, are American agents for British Lanolin. This brand of *adepts lanae* is proving to be very popular wherever introduced, and its particularly low price has been an effective argument for its introduction. Any of our readers who fail to obtain the article from the jobbing trade are invited to correspond direct with the American agents.

The Best Pharmaceutical Journals.

The office boy, having nothing else to do, sent out 50 letters to 50 pharmaceutical subscribers, and 50 letters to as many medical subscribers, asking which was in their opinion the best pharmaceutical journal in the country. . . . The subscribers were warned not to include The Critic and Guide in their answers. According to the number of votes received the following are the best pharmaceutical journals in the order in which they are given: 1, AMERICAN DRUGGIST. 2, Merck's Report. 3, Spatula. 4, Bulletin of Pharmacy. 5, Druggists' Circular (New Policy). 6, Southern Drug Journal. 7, Midland Druggist. 8, Deutsch-Amer. Apotheker Zeitung. 9, Western Druggist.—The Medico-Pharmaceutical Critic and Guide.

Success with Small Capital.

Under above title Butler Bros., of Randolph Bridge, Chicago, Ill., issue an illustrated pamphlet on the starting and management of a department store in little, which contains many valuable suggestions on handling of that line known as "variety goods." We would advise all of our readers who desire to add to their income through side lines to write to Butler Bros. for this pamphlet and for their catalogue. In addition to the pamphlet in question they issue a number of small pamphlets, each dealing with some special phase of the subject of variety goods. The catalogue, which will be sent free to our readers for the asking is a mine of merchandise suggestions, containing almost innumerable hints as to possible side lines and the best manner of handling them. When writing them for the catalogue be certain to ask them for Catalogue V, No. 479, addressing Butler Brothers, Randolph Bridge, Chicago, Ill.

Dr. John M. Thompson, of Ocala, Fla., recently wrote to the Merz Capsule Company, of Detroit, as follows: "Dear Sirs: The samples of your Santal Compound Capsules sent me from your house by request were given to a patient with acute gonorrhoea with the most gratifying results. I consider them fine."

The New Seamless Hot Wafer Bottle, made by the Canton Rubber Company, of Canton, Ohio, is guaranteed not to leak. Many hot water bottles leak slightly when first filled, though they afterward become tight. The Canton Seamless Hot Water Bottle is water tight from the beginning. It sells well and wears well. Write the manufacturers for quotations, mentioning the AMERICAN DRUGGIST.



DISTRICT MANAGERS OF THE L. A. BECKER COMPANY.

SODA WATER SALESMEN HAVE A GOOD TIME.

The annual meeting of the district managers of the L. A. Becker Company (Twentieth Century Sanitary Fountain sales department) at Chicago recently was a most enjoyable occasion. It served to bring the field managers of the progressive house they represent into closer touch with each other through the interchange of ideas and experiences, and to post them thoroughly on the new models for 1904, which embody advanced methods of dispensing soda water that are not only novel, but greatly enhance the value of the popular sanitary system which these men promote.

An elaborate banquet at the Athletic Club concluded the week of entertainment and instruction. It was the unanimous opinion that the coming year would eclipse all previous records in sales of the Twentieth Century Sanitary Fountain.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, NOVEMBER 9, 1903.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

68-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries..... 8.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 68-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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A LUSTROUS SOCIETY.

THE pharmacists of Paris—it might, with equal accuracy, be said of France—have just celebrated the one hundredth anniversary of a great pharmaceutical organization. The Paris Society of Pharmacy is one of the oldest and grandest bodies of its kind in the world, and it has the added distinction of being the only French corporate body which survived the great French Revolution. The centenary meeting, which took place last month, a most interesting account of which is given on another page in this issue from the pen of our Paris correspondent, did not actually indicate the real age of the society, for the body existed as a corporation some ten years earlier than 1803, when the first meeting of the reorganized society was held.

It is difficult to contrast the Paris Society of Pharmacy with any similar institution in this country, for while largely a local organization, it yet belongs to the whole nation, and the work of revising the French Codex—the Pharmacopœia of France—is done by its members almost exclusively.

The society meets annually in the great hall of the Paris Superior School of Pharmacy, known before the Revolution as the Paris College of Pharmacy. This school was the child of the earlier organization, the Paris Corporation of Apothecary Grocers, and—as our Paris correspondent eloquently puts it—when “the Revolutionary storm swept over France, and guilds and corporations were swept away with every other relic of the feudal past . . . the pharmacists continued to meet as ‘a Free Society’ and to carry on their work of instruction and examination of candidates.” When Napoleon came on the scene and, mounting the imperial throne, “cast the kingdoms old into another mold,” the Superior School of Pharmacy was founded and became a State institution, whose professors, according to the law of Germinal of the year XI, were charged with the public lectures and examinations.

It must be an encouraging circumstance for American pharmacists to note that the society has never received any financial support from the Government, but all of its expenses, including the yearly prizes, are covered by the voluntary contributions of its members.

It is gratifying to us, as patriotic Americans, to note that amid the chorus of congratulations which rose from the representative pharmacists of all nations, the voice of Uncle Sam was also heard, and it was especially fitting, we think, that felicitations on the event should have come from the representatives of the two

oldest institutions of pharmacy in this country—the Philadelphia College of Pharmacy and the College of Pharmacy of the City of New York, respectively. These institutions extended greetings through Professors Remington and Chandler, while Professor Prescott, of Ann Arbor, who is identified in the minds of many foreign pharmacists with the American Pharmaceutical Association and the Committee on Revision of the U. S. Pharmacopœia, sent an address of congratulation in which he remarked that “the centenary was of great interest to pharmacists throughout the entire world,” a sentiment in which we can heartily join.

THE LEGAL RESPONSIBILITY OF DRUGGISTS IN EMERGENCY CASES.

THE fact that in emergencies the druggist is almost universally appealed to for first aid lays him open to the charge of illegal practice in medicine, under the strict construction of the law in most of the States. We have already commented on the decision in the lower court acquitting the druggist of responsibility in one particular case of this character, and it is a source of gratification to record the fact in our news columns that the decision of the lower court has been sustained by the Supreme Court of the State, Appellate Division. In the case in question, the plaintiff claimed that having received a slight cut on his thumb in a ball game, he went into the defendant's drug store for treatment. The clerk bandaged the wound and handed him a small bottle containing carbolic acid, and so labeled, with instructions to keep the bandage wet with the contents of the bottle. It was further alleged by the plaintiff that he put five or six drops of the acid on the bandage, with the result that the wound became inflamed, gangrene set in and the thumb had to be amputated. Whereupon the plaintiff brought suit for damages for the amount of \$10,000.

In defense, it was claimed that as a matter of law druggists are not permitted to practice surgery or medicine, that the clerk in undertaking this treatment was acting not as a druggist and not as an employee of the druggist, and consequently his employer could not be held responsible for the results of this act, which was outside the limits of the duties required of him as a drug clerk. By coming to the unqualified clerk for advice, it was claimed that the plaintiff had been guilty of contributory negligence. The court sustained the contentions of the defendant, the case was dismissed, as stated above, and upon appeal the decision of the lower court has been sustained.

The limitations set upon the responsibilities of the druggist in this case are quite clear, but it would be a question of fact as to how far the limitations would be applicable in any particular case which had been treated by the druggist and not by the clerk. In this particular case the defense itself put forward the plea that the clerk was individually responsible, as he acted

in an individual capacity. If, therefore, the druggist himself had given aid in this particular case this portion of the plea would certainly not have availed, though it is still possible that by pleading guilty of the infringement of the medical practice act the druggist might have escaped the payment of civil damages. By putting forward this plea, however, the druggist would become amenable to the penalty provided for the infringement of the medical practice act.

It would appear, therefore, that so far as the law itself is concerned, the retail druggist is hedged about with dangers sufficient to deter any cautious person from the exercise of ordinary humanity in emergency cases, and it would seem desirable that some legal provision should be made to cover just these cases. In Paris, as was pointed out by our correspondent there in a recent number, the drug store is recognized as the legitimate station for first aid in emergencies, and we never hear of any difficulties arising between doctors and druggists or druggists and the authorities over the exercise of this particular function by the French pharmacien.

While physicians as a rule are quite willing to acquit the druggist of any charge of interference where he acts in emergencies, it is not a sufficient guarantee of safety to depend upon this tacit acquiescence; for any particularly exacting official can, by insisting upon a literal construction of the law, cause the druggist almost incalculable damage by haling him into court. Even acquittal on a charge of this nature still leaves the druggist the sufferer, for the medical profession is not apt to make a close discrimination as to the facts, and when a druggist has once been charged with illegal counter prescribing this fact will persist in the mind of the medical profession to his detriment throughout the remainder of his business career. The only adequate cure for this fault in our system is the introduction into the medical practice act of a clause giving exemption from penalties in cases of emergency, with a clear definition of what may be considered a real emergency.

MAY A VETERINARY SURGEON PRESCRIBE LIQUORS?

NEW HAMPSHIRE seems to be a fertile field for new developments in the liquor license problems. It was a New Hampshire judge who held that the possession of a United States license as retail liquor dealer—which is required by the United States Government of the druggist because he sells alcoholic tinctures—was conclusive proof of the fact that he was a liquor dealer and amenable to the State laws as such. Now comes a license inspector who holds that a druggist selling liquor on the prescription of a veterinary surgeon or a dentist on Sunday or after hours will be held as having violated the liquor law. In this particular case there was no question of any bad faith on the part of the prescriber, who was present when the inspector called, and explained that the prescription was intended for a sick cow. The question at issue is an interesting one, and should be definitely settled, if it has not already been settled, by a decision in the higher courts.

AMERICAN PHARMACY ABROAD.

IN scanning the current pharmaceutical journals of the Old World, one occasionally comes across the term "Americanism," used in the most unjust and ignoble sense imaginable—namely, as signifying a tendency in pharmacy and medicine away from all that is professional, ethical and scientific, and toward everything that the opposite of these terms implies. It is true that this term is now less and less frequently used in this sense, but an American cannot help feeling vexed when he sees how misjudged our pharmacists are abroad, and how little recognition our profession has gained for what it has done for pharmacy through research and through the evolution of new and practical methods. The Old World idea of American pharmacy is based largely on the impression created by the various proprietary articles which enterprising Americans have exploited in European countries.

It is a source of gratification, therefore, to note that there is a gradually increasing current in the stream of pharmaceutical progress in Europe which is distinctly favorable to American pharmacy and American pharmaceutical methods.

In our issue of July 13 we commented upon the impending admission of fluid extracts made "on the American plan" into the French codex, as officially announced by the commission charged with the revision of the pharmacopœia of France, and at that time we noted the compliment to America implied by this action.

In a similar line is the action of the Revision Committee of the Swiss Pharmacopœia in recommending the adoption for the majority of the official syrups of formulas that prescribe their manufacture from fluid extracts instead of from the crude drugs, as has been heretofore the rule in the European pharmacopœias. It is said that the impulse to this action by the Swiss Commission originated in the numerous discussions on this subject that have appeared recently in French and Belgian pharmaceutical journals, the consensus of opinion being that the American fluid extract, so long ignored in Europe, is destined to play an increasingly useful rôle in modern pharmacy.

The announcement of the Swiss Commission contains a detailed statement of its policy regarding the preparation of official syrups, and (*Schweizerische Wochenschrift für Chemie und Pharmacie*, 1903, p. 313) informs us that the following syrups will be prepared from fluid extracts: Cinnamon, ipecac, liquorice, peppermint, rhatany, rhubarb, rose, sarsaparilla and senega—a list that is practically identical with the U. S. P. list of syrups prepared from fluid extracts, which, as all know, includes the syrups of ipecac, rhatany, rhubarb, rose, rubus, sarsaparilla, compound squills, senega and ginger.

The Swiss Commission gives details as to the exact methods of preparing the fluid extracts in question, and while all the active ingredients of the plants must be

contained in the fluid extracts, the commission has endeavored to so construct the formulas as to employ watery menstrua wherever possible, using glycerin as a preservative and alcohol, when needed, of the strength of 15 per cent.

It is not merely from patriotic grounds that we rejoice in the action of the Swiss Commission. It is because we believe that the day will come when the term American, which is used as a term of reproach by the European pharmacist unacquainted with the actual conditions here, will no longer be used to signify unethical commercialism, but honest, faithful, unselfish work in the progress of pharmacy in all its branches, of which so much is already done in America, unknown to the average Old World pharmacist, who, shut up in his narrow shop, sees nothing beyond the immediate confines of his own country, and does not realize the progress being made in America.

The attitude of supercilious superiority toward American pharmacy has been nurtured and strengthened by the blind and indiscriminating admiration for everything of foreign origin which has long prevailed in American pharmaceutical circles. Time was when each German Apotheke was a practical school of pharmacy of no mean order, but that time has passed away to give place to a kind of intellectual stagnation accompanied by that most hopeless of all conditions, smug self satisfaction. The substratum of German pharmacists and druggists no longer reflects the intelligence and attainments of the universities. The brighter minds are found among the teachers and the chemical manufacturers, leaving to a dull mediocrity the task of conducting the Apotheke, and it is high time that American pharmacists should cease to worship a fetich which is largely a figment of the imagination—or at most a memory of past conditions.



An interesting item bearing upon the recognition of America in Europe comes to hand, as we go to press, in the form of a report from Deputy Consul-General Hanauer, who represents the United States at Frankfurt, Germany, in which Mr. Hanauer says that "With farseeing men in Europe it has become a matter of firm belief that it is strictly essential to study American ways, means and methods before the education of higher craftsmen or managers of industrial or public works can be complete." Three of the most prominent men of German finance and mechanical science have recently come to the United States to study the method pursued here. Two of these represent great banking and promoting institutions, and the third, Mr. Rathenau, is director of the greatest electrical works in Germany. With such substantial recognition accorded to American progress in other fields, it is not too much to hope that before many years will have elapsed, American pharmacy, too, will receive that attention which it deserves at the hands of Continental Europe.

A NEW METHOD OF DETERMINING THE SPECIFIC GRAVITY OF SMALL QUANTITIES OF URINE AND OTHER FLUIDS.

BY G. A. DE SANTOS SAXE, M.D.,

Assistant Pathologist to the Columbus Hospital,
New York.

PHARMACISTS are frequently called upon nowadays to make analyses of urine for physicians, and it happens occasionally that the sample received is not large enough to permit an ordinary urinometer to float in the urine. The amount needed to make an accurate observation with an ordinary urinometer is about two ounces, and physicians at times find it difficult to obtain two ounces of urine from a patient. This is true not only in the case of infants, but under certain conditions with adults as well.

A number of methods are available for the determination of the specific gravity of a very small quantity of urine, say Cc. 5. The simplest, most primitive and least accurate is *dilution*—i.e., we dilute the 5 Cc. with say Cc. 25 of water, making a solution of 1 part of urine in 5 of water, and then proceed to take the specific gravity of the mixture. This number, multiplied by the number of times the urine has been diluted (5 in this instance), gives the true specific gravity of the urine under examination. The elements of error are many in this method, for we must be absolutely sure that the dilution has been made correctly in exact proportion, and besides every error in the hydrometer reading, which is always, with the best of care, one division of the scale (0.001) out of the way, every such error, I say, will be multiplied as many times as the urine has been diluted. Thus, if the scale shows 1.004 and is read by mistake 1.003, the urine that has been diluted 5 times will be recorded as $1.00 (3 \times 5) = 1.005$, whereas it should be $1.00 (4 \times 5) = 1.020$. The error is therefore multiplied in proportion to the dilution. Besides this method has the serious drawback that it is almost impossible to analyze properly a urine after such a dilution, and if we use some of the 5 Cc. specimen for chemical and other tests we will not have any left for the specific gravity test.

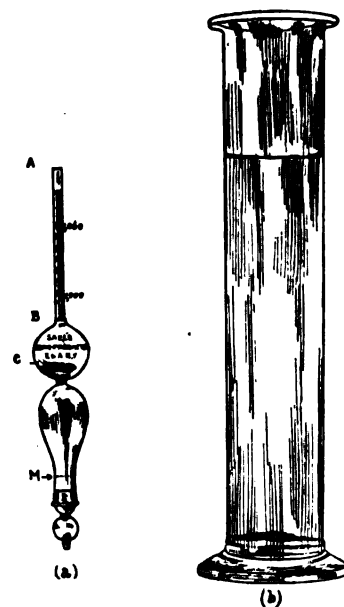
About a year ago I had occasion to examine a number of specimens of urine submitted to me for analysis by surgeons who asked for an opinion as to the state of their patients' kidneys, in order to decide whether an operation was justifiable. In some instances these specimens were very small; in one case the amount of urine obtained by ureteral catheter being only Cc. 2.5. The surgeon in each instance asked for the specific gravity of the specimen along with other data, and as I had no Westphal balance nor an accurate analytical scale, I was at a loss how to determine the specific gravity of these specimens.

I then set about to find an inexpensive, simple, and accurate method of determining the specific gravity of small amounts of urine. My first experiments were conducted with a method similar to that of Hammerschlag, used for the blood, a mixture of chloroform and benzol of about the specific gravity of 1020 is made in a cylinder and into it a single drop of urine is dropped. If the urine was heavier than the mixture it sank and chloroform had to be added to raise the specific gravity of the mixture till a drop of urine neither sank nor floated, but remained in the center of the cylinder. If the drop of urine floated, the mixture was too heavy and benzol had to be added. This method would be ideal if it were practicable, but unfortunately it is very unreliable and very troublesome. By dint of great care I could get the mixture to correspond in specific gravity with the urine, but I would not trust to this method as the drops some-

times sank, sometimes floated, in the same mixture, the urine being the same and besides the mixture dissolved the urine slowly, and on shaking the drop of urine disintegrated completely.

My next experiments were conducted with an urinometer, or rather urino-pyknometer, which Emier & Amend constructed for me and which had to be modified in shape and in other respects, as experiments went on, until its final form was determined upon, as shown in the illustration.

The instrument is based upon the old principle exemplified in such hydrometers as Nicoll's, which has a platform for weights at the stem, and Faillères, which has a platform for weights over the bulb. The urine is placed into the hydrometer instead of the hydrometer into the urine, as in the instruments now in use. It consists of a flask, D, bearing a mark, M, and stoppered with a ground glass stopper, E, whose handle is hollow and contains a tiny bead of mercury. A hollow bulb, C, and a stem, A, bearing graduations complete the instrument. The instrument is so made that when distilled water is poured into the bottle up to the mark, and when the



Dr. Saxe's Urino-Pyknometer.

instrument is closed inverted, and dipped into distilled water, the stem stands at the 1000 mark, which is near the bulb. When urine is placed in the bottle, and is poured in accurately, up to the mark, the instrument will sink in distilled water in proportion to the specific gravity of that urine and thus the scale will stand at a corresponding figure at the level of the water.

The manner of using the new instrument may be briefly stated as follows:

The bottle is held firmly, so that the circular mark at its neck comes at the level of the observer's eye. The urine is poured into this bottle by means of a pipette, taking care not to touch the sides of the neck of the bottle with the pipette. The lower meniscus of the urine must accurately touch the mark and there must not be any drops of urine adhering to the inside of the neck of the bottle. Then the stopper is inserted, and turned so that it will stay in when the bottle is inverted. There is no danger of the stopper falling out while the instrument is in the water, inasmuch as the stopper is held in place by moisture and by the pressure of the water around it.

The instrument is immersed in a small cylinder of distilled water, which theoretically should be at 15 de-

degrees C., but variations in temperature, unless very marked, do not matter for practical purposes. The cylinder should be wide enough to avoid contact of the instrument with the walls, and the urino-pyknometer should be twirled in the center of the water and allowed to settle before the reading is made. This is finally done by looking for the number on the scale corresponding to the level of the water, the lower meniscus being taken for the reading.

With this instrument one can determine the specific gravity of about 3 Cc. of urine with sufficient accuracy for all practical purposes.

[Written for the American Druggist.]

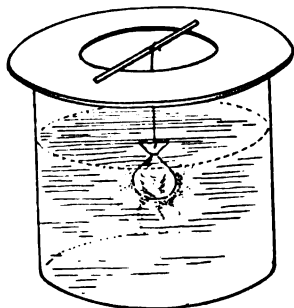
CIRCULATORY DISPLACEMENT.

By O. P. SYDENSTRICKER,

Lewisburg, W. Va.

THE method of circulatory displacement is not used in modern pharmacies to the extent its merits would seem to deserve. This old method of accomplishing solution is shown in the accompanying sketch.

The drug to be dissolved is placed near the top of the liquid upon a porous diaphragm or a suitable sieve or tied up in a gauze bag, if its nature will admit of this treatment. In this way the parts immediately in contact with the solvent are dissolved and the solution descends, its



Method of Circulatory Displacement.

place being taken by fresh portions of the solvent. A circulation is thus established and solution facilitated. This method is much better for making several of the every day preparations of the United States Pharmacopoeia than the ordinary processes.

For instance, in making tincture of iodine the instructions are to triturate the iodine with the alcohol in a mortar until dissolved. All who will try making it by circulatory displacement will, I feel sure, never use any other method. We all know what a bother and dirt-maker the old way is.

Circulatory displacement is also a great convenience in the making and keeping of saturated solutions. For example, in making a saturated solution of potassium chlorate, take a wide mouthed bottle filled with water and suspend in it the chlorate contained in a gauze bag connected with the cork by a string. In this way a clear, saturated solution is always on hand, and after any of the solution is used all that is necessary to keep the stock up is to fill up the bottle with water, keeping the gauze bag filled with chlorate, of course.

It will be found convenient to keep this as a stock bottle and fill the shelf bottle from it.

Experimentation will show that druggists can save much time and trouble by the use of this process.

[Written for the American Druggist.]

SEASONABLE SPECIALTIES.

By J. F. O'CONNELL,

Colchester, Conn.

THE preparations represented by the subjoined formulas will be found easy of manufacture and seasonably salable at this time of year:

ROSE GLYCERIN JELLY.

Gelatine (best French).....	3i
Water	3x
Glycerin	3xx
Boric acid.....	3ss
Rose water.....	3x

Soak the gelatine in the water for 12 hours, then melt on a water bath. When cold add the glycerin and the rose water, in which the boric acid had been dissolved. Then tint with carmine and strain through silk bolting cloth.

Put up in 1-ounce glycerin jelly jars and retail for 15 cents.

ROSAMOND LOTION.

Almond oil.....	3vi
Spermaceti	3x
Boric acid.....	3ij
Glycerin	3x
Rose water.....	3xviiij
Tincture of benzoin.....	3iij
Alcohol	3iij
Rose oil.....	gtt. xx
Neroli oil.....	gtt. xx

Melt the spermaceti in the almond oil over a water bath and transfer the hot mixture to a warmed mortar. Dissolve the boric acid in the rose water and add the glycerin, and gradually incorporate the solution so formed to the melted spermaceti and oil contained in the mortar, stirring vigorously the while. In the alcohol dissolve the oils and the tincture of benzoin and add this to the cream first formed, mixing all thoroughly.

Put up in 4-ounce ovals capped with split skin, tied with ribbon. Retail at 35 cents.

The Properties of Biogen.

At the Fifth International Congress of Applied Chemistry, held in Berlin during the week of June 2, 1903, Dr. M. Frenkel announced the discovery of two new peroxides of the metals, biogen and dermogen, known in Europe as hopogan and ektogan, respectively. The first mentioned is in some respects a most remarkable substance. Taken internally it is decomposed by the acids of the gastric juice into a harmless salt of magnesia and hydrogen dioxide, the free hydrogen dioxide being in turn soon decomposed into water and oxygen. This property of the substance makes it highly interesting from a therapeutical point of view; for among all the peroxides of the metals so far studied there has not been one which could be used in medicine, though the advantages connected with the administration of a simple, harmless drug from which oxygen could easily be set free are sufficiently known. The following equation shows the breaking up of biogen under the influence of hydrochloric acid, which acid is the principal constituent of the gastric juice:

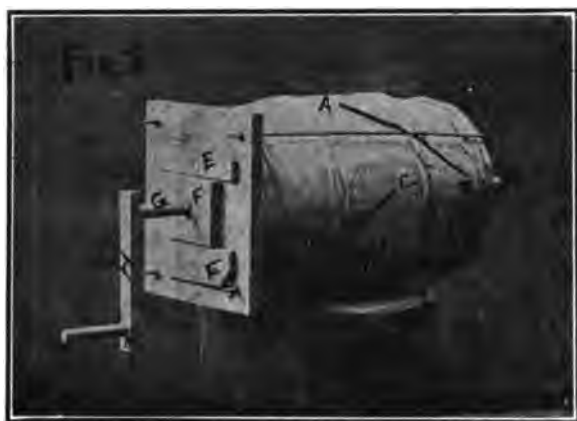
$MgO_2 + 2HCl = MgCl_2 + H_2O_2$ —becoming later $MgCl_2 + H_2O + O$. Theoretically, according to Dr. Frenkel (*Le Progrès Médical*, January 10, 1903), Gm. 1 of magnesium dioxide in the stomach is capable, under the influence of the gastric acids, of producing Gm. 0.5 of hydrogen dioxide, or Gm. 0.3 of active oxygen at 15 degrees C. He believes that one-tenth of this amount, Gm. 0.1 of pure magnesium dioxide, or Gm. 0.4 of biogen, containing 25 per cent. of magnesium dioxide, represents a suitable dose for internal administration, having taken this dose himself for two weeks, repeated three times a day, without any disagreeable effects.

[Written for the American Druggist.]

A HOME-MADE CONDITION POWDER MIXER.

BY H. A. BRAINON, PH.G.

AMONG the many preparations now being made by pharmacists who are not content with diminishing dealers' profits, but want some that have been going to the manufacturers, condition powders occupy quite a prominent place, particularly with those having the patronage of a farming community. Considerable difficulty is often experienced in the manufacture of these preparations in getting a uniform mixture without the use of a patent mixer.



A Home-Made Powder Mixer.

The old way of placing the ingredients in a box and stirring with the hands or with a stick is slow and unsatisfactory, and with many mixtures causes considerable discomfort to the operator from the resultant dust. A simple and practical mixer which has been in use a number of years was made by the writer at a very small expenditure of cash and time. A keg (Fig. 1) which originally contained bicarbonate of soda, and which measured 22½ inches in height and 14 inches in diameter at the ends, was fitted on the inside with four sheet iron wings (Fig. 2) 12 inches long and 4 inches wide. These were bent at right angles on the dotted line a b (Fig. 2), and nailed on the inside of the keg so that the wide portion of the

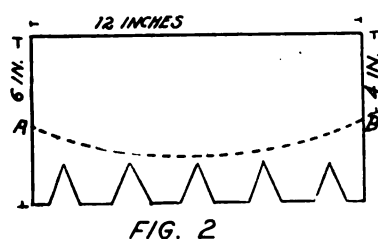


FIG. 2

wing stood at right angles with the side of the keg. The position of these are shown by the lines a b, c d (Fig. 1). The cover consists of a piece of 1-inch board measuring 15 inches each way, with two cleats, E E (Fig. 1), fastened across the grain of main cover board for strength. A square piece of 1-inch board measuring 6 inches each way, F (Fig. 1), was next fastened in the exact center of the outside of the bottom of the keg. A hole was bored in the center of each of these pieces, into which was snugly fitted four inch pieces of a broom handle, G G (Fig. 1). These were securely nailed into place. A crank was fastened, as shown at H (Fig. 1).

The under side of the cover was faced with two thicknesses of burlap and two small strips of wood were tacked on this in such a position that they would just fit inside the keg and prevent the cover from slipping. Next, a piece of one-quarter round iron rod was procured from which was cut four pieces 26 inches long. One inch on the end of each of these was bent, as shown (Fig. 3), and on the other end a thread was cut and fitted with a thumb nut. These rods were bent to conform to the curve of the sides of the keg. The hooks on the rods are caught over the bottom chime of the keg and the other ends passed through holes bored in the corner of the cover, and thumb nuts screwed on the ends.

The holes in the cover through which the rods pass must be in such a place that the rods will rest against the sides of the keg to give firmness to the apparatus.

Now the mixer is ready to be placed on the standard, the construction of which is plainly shown (Fig. 4).



Stand for Home-Made Powder Mixer.

In using the mixer, each ingredient is weighed and sifted into the keg, and the cover firmly secured in position. The keg is then placed on the standard and turned slow enough to hear or feel the motion of the powder inside, otherwise the powder will remain in one position from centrifugal force. The position of the wings on the inside cause the powder to move from end to end, at the same time having a rolling motion from the turning of the mixer. This size mixer will hold a charge of 50 pounds, which can be intimately and thoroughly mixed in from 30 to 45 minutes. The entire cost of the apparatus, made as described, was 30 cents, the sum paid for the iron rods and thumb nuts.

Alum-points are prepared by adding a few drops of water to powdered alum and heating in a porcelain dish over a flame. When the alum melts it is poured into molds of paraffin paper. Copper sulphate points are made by massing finely powdered copper sulphate with mucilage of acacia or simple syrup, and molding. In a few days the points become quite hard.

Kilangit.—A fish poison bearing this name, and used in the Indian Archipelago, has been examined by H. W. Bettink and J. L. Heyl (*Pharm. Weekblad*, 40, 591). The plant yielding it is supposed by Dr. M. Greshoff to be *Polyscias nodosa*, an Araliaceous plant, but it is possible that more than one plant is used under this name. The leaves are usually reduced to coarse powder and mixed with wood ash and then thrown into the water. The leaves contain a body having the physical characters of a saponin, and when treated with dilute acid afford a sapogenin insoluble in water. This, with sulphuric acid, gives a purple coloration, which, in contact with bromine vapor, becomes violet. The leaf-stalks do not appear to contain any appreciable quantity of saponin.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Empyroform, a Dry Tar Preparation.—Empyroform is a condensation product of formaldehyde and tar, and occurs as a dry nonhygroscopic powder, of brownish color, which has a very faint odor that does not resemble that of tar. Sklarek (*Therapie der Gegenwart*, July, 1903). On heating it decomposes easily, giving off formaldehyde. It is insoluble in water, but is soluble in acetone, in caustic alkalies and in chloroform. The new preparation is much more pleasant to use than the other tar preparations, for ointments made with zinc oxide and empyroform are dark-gray, while those made with tar are black. In wet eczemas the dry powder, mixed with zinc oxide or with starch, makes a very useful and efficient application, provided the powder be covered with ointment-lint; otherwise the dressing dries with the secretion into a very thick and adherent crust. In combination with ointment-bases, such as petrolatum, and zinc oxide ointment, empyroform is at its best. Plain petrolatum with 5 or 10 per cent. of empyroform, lead ointment with petrolatum (Kaposi) with 10 or 20 per cent. of empyroform, zinc ointment with 5 to 10 or 20 per cent. of empyroform, or a paste with empyroform and starch of each 25 parts to petrolatum, 50 parts, are all useful forms of employing this new remedy.

In equal parts with petrolatum, empyroform gives a thick paste which is stronger and has a more pronounced odor. As a dry paint the following may be used:

Empyroform	15.0
Venetian talcum	10.0
Glycerin	10.0
Distilled water	20.0 (or)
Alcohol and distilled water, of each	10.0

M. S.—Paint. Shake before using. Allow to dry.

In this paint the zinc is entirely eliminated. Such paints are more grateful to the patient and are better liked than ointments. They are especially valuable in persons who have an idiosyncrasy against fats. Empyroform may also be used as a varnish or tincture by dissolving it in chloroform in the proportion of one part in three. A still better formula is:

Empyroform	5.0 to 10.0 parts
Chloroform	
Tincture of benzoin, of each enough to make	50.0 parts

In the first stages of eczema the author found empyroform very efficient in the form of a paint or varnish. In one case of acute vesicular eruption on the arm he was able to abort an attack by two applications of the tincture. It is difficult to say whether the benefit was derived from the empyroform or from the exclusion of the air, which was produced by the varnish. In chronic squamous types of eczema the use of empyroform applications may be advantageously combined with the use of a 5 or 10 per cent. salicylic acid soap plaster. In spite of the fear of using tar in the wet stage of eczema, the author used the empyroform zinc paste in a number of such cases, and found that it worked very well. It relieved the itching, dried the secretion and protected the lesions. In no case, even with very extensive applications, were there any signs of tar poisoning discerned after the use of empyroform.

Ester-Dermasan is a new preparation of salicylic acid which is intended for external use. Pfeiffer describes this remedy as a superfatted ointment soap, which contains 10 per cent. free salicylic acid. Recently it has been further improved by the addition of salicylic acid esters, which raise its content of salicylic acid, and make a more

rapid and thorough absorption of salicylate possible. The favorable results which followed the external use of salicylic acid esters in rheumatism have been known for a long time. The salicylic acid ester, however, has found but little application in Germany, as the odor of it is very penetrating, and frequently causes headache. For use about 5 or 10 Gm. of the remedy are painted on the surface, the amount varying with the extent of the painful region, and the applications may be renewed twice daily.

Is Radium an Element?—Prof. Sir William Ramsay at the inauguration of the session of the University College, London, on Tuesday, October 6, delivered a lecture on "The recent researches which have led to the discovery of the properties of the emanations from radium." A great advance, he said (*Pharm. Jour.*), had been made since it had been manifest that helium, which already co-existed in the air, was a material constituent in these phenomena. History had shown a noteworthy development in human knowledge concerning the atmosphere. Originally the term was synonymous with all elementary gas or "spirit;" but since the beginning of what might be called the age of experimental chemistry, there had been a gradual growth in the knowledge of its really complicated composition. Its existence as a mixture of oxygen and nitrogen had been a matter of everyday knowledge for nearly a century. The last few years, however, had seen the discovery of several obscure constituents, one of which (helium) was known to be an integral factor in the composition of radium. There was only one conclusion to be drawn—simply that radium could not be a true element, but a compound of helium and some other element or elements. The perpetual discharge was thus nothing more than a gradual spontaneous decomposition. The same explanation could probably be given for the activity of uranium and thorium. These and many other observations in modern chemistry pointed more and more to the belief that in the future it would be found possible to analyze and split up into their constituents many bodies now considered to be elements.

Digitalin-assay.—Ecale, in a paper presented to the Paris Society of Pharmacy (*Chemist and Druggist*, September 12) gives the following method for the assay of digitalis preparations. The liquid preparation is evaporated nearly to dryness, and the residue is redissolved in water. The volume is made up to 150 Cc., and 25 Cc. of a 0.1 per cent. solution of lead subacetate and 25 Cc. more water are added. The liquid is filtered, and 100 Cc. of the filtrate is used for the estimation. The excess of lead is precipitated by 10 Cc. of a solution of sodium sulphate, and, after 24 hours' rest, 90 Cc. of the clear liquid is decanted, representing 90-200 of the liquid used at the commencement. Two Cc. of ammonia (10 per cent.) and 30 Cc. of chloroform are now added. After shaking, the chloroform is separated, and the process is repeated five times. The chloroformic liquid is now evaporated, and the residue is redissolved in 3 Cc. of fresh chloroform. This solution is transferred to a tared dish, and 10 Cc. of ether and 70 Cc. of petroleum ether are added to it. The whole is allowed to stand for 24 hours covered with a beaker, when the liquid is poured off as far as possible, the last few drops being evaporated with the purified residue. This is dried and weighed in the usual manner.

The Paris Society of Pharmacy

An Interesting Centenary
—A Record Unique in the
Annals of Pharmacy—A
Glorious Past—The Cen-
tenary Celebrations - - -

(From Our Paris Correspondent.)

THE centenary of a society of pharmacy is not only an uncommon, but an entirely unprecedented event in the history of the world; and the Parisian function which took place on Saturday, October 17, was accordingly of unique and world-wide interest. Yet it is curious to notice by what a mere accident, so to speak, the celebration took place. M. Léger, the president, frankly confessed, in his opening speech, that when he assumed the chairmanship he was by no means certain as to the society's exact age, and that the fact that the date was traced and commemorative proceedings decided upon was principally due to the intelligent initiative of Professor Bourquelot, secretary of the society.

THE CENTENARY GATHERING

was well organized, interesting and largely attended. The audience, which met in the great hall of the School of Pharmacy, probably numbered from 200 to 300. Many French bodies—the Academy of Science, the Academy of Medicine, the Paris Superior School of Pharmacy, and the pharmaceutical societies of Southwest France, Lyons, Bordeaux, &c., &c.—were represented, and if the foreign delegates actually present were not numerous, they were leading and representative men. S. M. Atkins, president of the Pharmaceutical Society of Great Britain, had come over especially to present a formal congratulatory address from that important official body. Mr. Atkins was accompanied by T. H. W. Idris, president of the British Pharmaceutical Conference. The other foreign delegates were M. Derneville, president of the Royal Society of Pharmacy, of Brussels, and M. Schaer, of Strasburg. These foreign guests took an active part in the proceedings, oratorically and otherwise, and gave an international tone not out of keeping with the importance of the occasion.

THE UNIVERSAL INTEREST

which the centenary evoked in the pharmaceutical world was further demonstrated by the very respectable sheaf of letters and telegrams of excuse and congratulation read by the secretary. The pharmaceutical societies and leading pharmacists of almost every country in Europe had thus conveyed their felicitations to the Paris society, and it was by the merest accident that several nations—Italy, Switzerland, &c.—were not personally represented. The United States is, of course, so far away that it was hardly hoped any one would run over for a one-day fête. But Professor Prescott had written from the University of Michigan, at Ann Arbor, remarking that "the centenary was of great interest to pharmacists throughout the entire world;" and Professor Chandler, on behalf of the New York College of Pharmacy, expressed his regret at being unable to be present at the centenary of "a society which had included in latter years some of the most famous chemists ever known." A communication was also received from Professor Remington, of Philadelphia. Outside of these foreign messages and delegations the main features of the centenary sitting were the speeches by M. Léger, president of the Paris Society of Pharmacy, and M. Guignard, director of the Paris School of Pharmacy, and the historical paper read by M. Bourquelot, secretary of the society.

THE PRESIDENTIAL ADDRESS

commenced by a well turned compliment to the visitors who had come, "not only to add brilliancy to the meeting, but to assure the society of their sympathy and good will." Then, in a brief and crystallized fashion, M. Léger reviewed pharmacy during the last 100 years. He dwelt on the changes wrought by the wonderful development of chemistry, how the almost exclusively galenical pharmacy of 1803 had gradually given place to a wider system, in which thermal pharmacy played the leading part. He alluded to the ancient remedies of animal origin used 100 years ago, and noticed how a sort of revival

in this direction had taken place with the advent of serotherapy and organotherapy. He insisted on the manner in which the whole of nature is ransacked to find materials for modern therapeutics; not content with the animal, vegetable and mineral kingdoms, such physical agents as light, heat and electricity are all utilized, or sought to be utilized, for healing purposes.

THE PHARMACIST'S MISSION

as the guide, philosopher and friend of his fellow citizens in matters of scientific, hygienic, elementary and toxicological interest was duly described; his real services to society insisted upon, and his occasionally difficult position nowadays was not ignored. The commercial side of pharmacy had lately come very much to the fore, said M. Léger, but he thought the very acuteness of the position would bring about a natural and inevitable reaction. He quite admitted the way in which the pharmacist is hemmed in by merciless laws, which sometimes crush rather than protect him, and he expressed the hope that any new French legislation might bring more liberty in this respect.

The next speaker was M. Guignard, who may be considered

THE OFFICIAL HEAD OF FRENCH PHARMACY,

as Mr. Atkins is of English pharmacy. M. Guignard, in his short and emphatic discourse, insisted on the close connection which had always existed between the school over which he presides and the society whose centenary was being celebrated. Both, he said, sprang from a common origin—the ancient college of pharmacy. At the present day even, he very pertinently remarked, the occupant of the society's presidential chair is often a professor of the school, while the secretaryship might be said to be invariably filled by a school official.

Then came the turn of

THE FOREIGN DELEGATES.

M. Derneville spoke (in French) on behalf of the various Belgian societies, and Messrs. Atkins and Idris addressed the meeting in English. The former read the address of the British Pharmaceutical Society with much clearness and emphasis; the latter in a short speech remarked that this was the only pharmaceutical society in the world which had held a centenary, and added that, as pioneers of pharmaceutical science, its members had rendered service of great value to learning and to humanity. He further alluded to the recent award of the Hanbury Medal to M. Collin (one of the members of the Paris society), and concluded by wishing the society every success.

M. BOURQUELOT'S HISTORY OF THE SOCIETY

in its early days, from 1792 to 1827, was of an exhaustive nature, and took nearly an hour to read. It would be impossible, in the space of a short paragraph, to analyze this important contribution to French pharmaceutical records, but we may possibly publish a summary of it later on.

A LUNCH.

or informal conversazione, with light refreshments, was held in the vestibule of the school after the proceedings. This vestibule is adorned with frescoes by Besnard which are masterpieces of modern French art; they represent Sickness and Convalescence, the herb gatherers, botanical and geological excursions, and other suitable subjects. The stained window at the end is emblematical of pharmacy and the sister arts, and the hall itself had been prettily decked with flowering plants and a handsome buffet installed. The members, drawn from near and far, were thus able to chat and fraternize with each other for half an hour, and make acquaintance before again meeting at

THE BANQUET

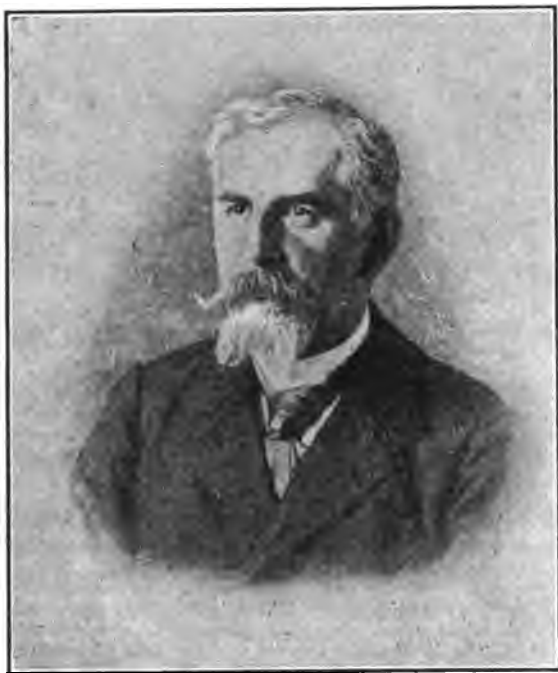
at the Hotel Continental in the evening. This was numerously attended; the toasts and speeches were legion, it being about 10.30 p.m. ere the charmed listeners could tear themselves from the social board and adjourn to the adjoining hall for coffee and cigars. The same pleasant and sociable tone pervaded the whole proceeding, and the only regret of those present was that pharmacy had not yet discovered an elixir vite which would enable them to live long enough to take personal part in a second centenary of such an enjoyable and interesting nature.

THE SOCIETY IN RETROSPECT.

The Paris Society of Pharmacy is nowadays a purely scientific body. This, however, has not always been the case, nor is the real span of its existence to be measured by the 100 years that have elapsed since 1803. Few pages in the history of pharmacy can equal in interest and importance the records of this unique society, the only French corporate body, it is claimed, which survived the great revolution of 110 years ago.

ITS ORIGIN

must be sought for in the Paris Corporation of Apothecary-Grocers, one of those guilds in which all tradesmen were linked in medieval cities, and of which the existence has been traced back to the thirteenth century. With the march of civilization and consequent development of the drug and spice trade, the two branches finally drifted apart, although they were legally linked for long centuries, much to their mutual disgust and discomfort. The patient, persevering and thorough manner in which the Parisian apothecaries devoted themselves to the education of their profession, and the slow but steady evolution of the Garden of Medical Simples into the Paris College of Pharmacy, is a lesson for all time. It is to be noted that this college (in its modern form as the Paris Superior School of Pharmacy) is now the largest and most important institution devoted entirely to pharmaceutical educa-



MONS. EUGÈNE LÉGER,

Who presided at the Centenary Celebration of the Paris Society of Pharmacy.

tion in the whole world. But hardly had the worthy apothecaries completed their college and (after a long struggle with the Faculty of Medicine) obtained the royal assent to give public instruction in their art than the revolutionary storm swept over France, and guilds and corporations were swept away with every other relic of the feudal past. Nothing daunted, and secured from popular fury by the real services they rendered to the Government, the pharmacists continued to meet as a "Free Society," and to carry on their work of instruction and examination of candidates. It was only when Napoleon finally mounted the imperial throne and "cast the kingdoms old into another mold" that the school finally became a State institution, as at present.

THE SOCIETY OF PHARMACY

dates its centenary from this epoch. It has always continued to hold its meetings in the great hall of the school. A laudable custom—worthy of imitation elsewhere—is to have the portraits of the shining lights of the profession painted on the panels of this historic hall; thus Vauquelin and Parmentier, Caventon and Cadet Gassicourt look down from the walls on

their modern successors. This collection of pharmaceutical portraiture (dating from the seventeenth century to the present day) is of great historical interest, and, we believe, the only one of its kind in the world. An important change took place in 1824, so far as the functions of the society were concerned. Up to this time trade interests had been defended, and the deserving and necessitous of the profession aided, by the Society of Pharmacy. But at this date the Paris Pharmacists' Provident Society, of which Robiquet was the first president, took definite shape, and the new body relieved the ancient of the practical and business part of its work and left it what it is to-day—a purely scientific association. The Provident Society, usually known as the "Syndicate," has prospered and done useful work. Imitation, we are told, is the sincerest flattery, and "syndicates" on the Parisian plan now exist all over France for defending pharmaceutical interests. The Paris Society of Pharmacy nowadays finds its most

ACTIVE MEMBERS

among the professors of the school and the hospital pharmacists. The modern Parisian hospital system has produced a body of "chief pharmacists," who rank among that class—diminishing rapidly nowadays in most countries—which combines high scientific attainments with a thoroughly practical and extensive knowledge of pharmacy. A goodly few of the better class of retailers and a handful of wholesale men complete the list, though a military pharmacist or two should not be forgotten.

THE CHAIRMAN

changes yearly, as in most French scientific societies. To speak with perfect accuracy, it is a vice-president who is annually elected, and he succeeds to the chair in the following year. The present occupant is M. Léger, head pharmacist at the Beaujon Hospital. He is assisted by a vice-chairman, treasurer, archivist, and last, not least, a secretary. The latter post is at present held by M. Bourquelot, well known in France and abroad as professor of galenico at the Paris School of Pharmacy, head pharmacist of the Laennec Hospital; contributor to numerous scientific and pharmaceutical journals, and a leader of the International Pharmacopoeia crusade.

THE MEETINGS

are held monthly, except during the vacations. They are duly reported in the *Journal de Pharmacie* and *de Chimie*, and will be familiar to all who follow French pharmacy. The personal impression one brings back is that of pleasant, sociable, chatty meeting of some 20 or 30—mostly grave and elderly—men, around a big semi-circular baize-covered table in the hall already alluded to, and of a good-natured chairman, with a tinkling bell to impose sufficient silence to enable one to hear the rather abstruse and sometimes indistinctly read papers. Add to this an occasional election for office holders, where the thorough good humor is a marked contrast to the petty ambitions and envies of some more celebrated scientific societies, where the unsuccessful candidate is the first to greet the "victor," whose resigned expression marks him as one of those who have greatness thrust upon them.

THE FRENCH CODEX COMMITTEE,

it may be added, is largely—we had almost said exclusively—recruited from the Paris Society of Pharmacy, and much interesting work in this connection is done by this modest and unpretending body. It was not, therefore, a mere historical survival, but a "live" society, which represented the scientific side of French pharmacy, whose centenary was celebrated, and the numerous distinguished foreigners who were present and the flattering letters of excuse received from the absentees marked it as no ordinary event in the annals of modern pharmacy.

The Pharmacist in Poetry.

Pharmaceutical poetry is so seldom found in French "lay" papers that Dr. Jibe's "Pharmaceutical Bucolic" in the *Quinzaine Indépendante* is worthy of note. According to a correspondent of the *London Chemist and Druggist*, he sings of the pharmacist's assistant freed from work and ranging the summer woods, reflecting how the lilies of the valley and violets "smell better than valerianates," and the morning walk is a better appetizer than bitters, quassia, nux vomica, or even the newest persulphate. The plants remind him vaguely of his "botanical identifications" at the exam., and he forgets "the grumbling customers and their coughs" and divers ailments until the time comes to return.

PRACTICAL SUGGESTIONS ON THE BUSINESS SIDE OF PHARMACY.¹

By J. A. LLOYD,

Pulaski, Tenn.

OF all professional or business men the pharmacist, to my mind, should be the most careful and prudent. It is absolutely essential that business methods and rules should be maintained and rigidly enforced by the pharmacist. The details growing up with and which constitute the real make up of the business of the practical pharmacist are so numerous and continuous that lax habits, such as the putting off the performance of small duties as well as giving attention to larger and more important matters as they present themselves, will limit the success which should result as a reward to every one who embarks in the profession.

CULTIVATE REGULAR HABITS.

The practical pharmacist should, by all means, have regular habits and cultivate the principle of an orderly spirit, calm mind, self-possession, and, above all, a "clear head." He should be punctual to take his hours of repose and sleep (taking enough time off at least once in 12 months to attend the State Druggists' Association), for verily the old saying, "All work and no play makes Jack a dull boy," is certainly true, while, on the other hand, all play and no work makes the pharmacist unable to meet his bills. By adhering to these rules and regulations when in his place of business he will have a lively sense of all that is transpiring about him. They are some of the essential requirements on the business side of pharmacy—at least of him who undertakes to conduct a pharmacy.

SYSTEM IN THE PHARMACY.

There should be a place or locality for every article or line of goods carried in stock, although this may sometimes be at the expense of good appearance and otherwise desirable changes of arrangement. The permanency of location of many lines of goods is desirable for many reasons, chiefest of which is that no time should be lost in getting at goods when called for, and that the salesman may be readily and always absolutely sure whether an article called for is in or out of stock.

A good stock man is very valuable in retail pharmacy. One who is always up in his stock—knows what he has and cost and selling price of same, without having to haul out his price-list from a stack of dingy papers and keep his customer waiting while he learns the cost of probably 50 cents' worth of drugs. Then again, to have to look and look and call every one in the house to know just where a certain article is. There is no practical business in this at all, and yet how often it is the case, especially in our country towns. Nothing inspires more confidence in your customer than to be able to get what he wants at once and with as little confusion as possible—then he realizes that you know your business.

THE WANT LIST.

Too much attention cannot be given to the want list. Have it convenient, and when an article is low or out, as soon as your customer is gone write it down at once. Don't delay even for a moment. If your trade finds what they come to you for, they are sure to continue business with you. On the other hand, if they find you "out," and you are forced to say, as is so often the case, "We have it ordered," or "Will have it tomorrow," he will go to the other drug store, and you lose him through absolute carelessness—nothing else.

The buying of goods, receiving and checking them up on arrival, in my opinion should always be done by the proprietor himself, as well as adjusting, filing and remitting for same.

THE PRESCRIPTION DEPARTMENT

should receive more attention than any other department of the store. The lives of our fellowmen are in our hands when we begin to compound a prescription. Therefore a well lighted prescription case both day and night is very essential. It should be well supplied with all the necessary utensils and apparatus of modern invention. Rusty, broken spatulas, worn-out pill tiles and dingy graduates are obnoxious, unsightly and certainly out of place in an up-to-date prescription case.

All unnecessary contentions and controversies with those who linger about should be avoided and forbidden by those in charge. A drug store or pharmacy is not the place for jokes and pranks, and when such things are allowed mistakes of a dangerous character are more than likely to occur.

¹ Read before the Tennessee State Druggists' Association, at Mont Eagle, July 15, 1908.

HOURS OF BUSINESS.

Every pharmacist should have enough independence and sagacity to know when to open and close his place of business. It should be done in harmony with the requirements and needs of the people and the success of his business. Do not keep open at undue hours at night or on Sunday because competitors do so. Independence of action on the part of one good pharmacist in a city or town will soon infuse confidence and a spirit of independent moderation into the habits of all your competitors, which will result in great satisfaction to all.

PROFIT IN BUSINESS

does not consist solely in buying goods at a nominal price and selling them at an advance. We may do a larger business and yet not realize a cent profit though we sell nothing below cost and lose nothing by bad debt or slow paying customers. The expense of business must be taken into consideration. Freight is a big item. Store rent is another, to say nothing of clerk hire, lights, heat, taxes, insurance, leakage, etc. Our own time and labor goes to make up the expense of the business. In reaching out trying to increase the volume of business we must consider what it costs to do it. All these things must be figured out when the question of profit is taken into consideration. One had better do a reasonably small business, where expenses can be reduced to a minimum, than to attempt to do a large business with small capital with additional expense.

STUDY YOUR TRADE.

Your business all depends upon you. You make the business, the business makes you. No drug store will keep a man unless the man keeps the store. Personalities combined in a business-like way, making people believe that you really enjoy serving them, putting them at their ease by winning their confidence, all are essential to the chief attainment of the end in view—viz., more business. Make a careful study of your trade, their whims, fancies and idiosyncrasies and cater promptly to each, using good judgment in what you do and say. Lend a willing ear to their troubles (although it be very trying on your nervous system). Keep a silent tongue. Treat all alike, as nearly as possible, and allow no one to leave the store dissatisfied with treatment received. Don't hurry your trade. The race is not always to the swiftest. Give them your undivided attention, and that "bitter pill" called "business transaction" will be safely disposed of and concealed in a sugar coating of "mutual satisfaction."

MEDIEVALISM AND MODERNISM.

Time was when the pharmacist, or, more properly termed, "apothecary," was looked upon as a wizard; was held in awe, and even revered as a magician dealing in poisons, mixing noxious doses and potions, and his dingy, ill-savored shop, with its grinning skull and crossbones, was shunned by all save those compelled to call through force of circumstance.

Look now upon the modern pharmacist. Note the difference, with his cheerful surroundings, pleasant smiles and greetings, ever ready to welcome you; creating the impression of a peaceful mission; volunteering his skill and knowledge in your behalf to relieve the pains and aches that mortal flesh is heir to. The mind of the modern pharmacist has broadened and he realizes that there is more in this old world than the simple buying and selling of goods for the almighty dollar.

DISSOCIATION AND IONIZATION.

THE interesting lectures on the newer discoveries in physical chemistry delivered last fall before the Brooklyn Institute of Arts and Sciences by Prof. Harry C. Jones, of Johns Hopkins University, and reported in full in the *AMERICAN DRUGGIST* at the time, will be fresh in the minds of many of our readers. The subject is now receiving renewed attention, owing to the circumstance that Prof. J. S. McKay, Ph.D., is giving a course of eight lectures on "Recent discoveries in physical science and their relation to theories of matter and energy" at the Brooklyn Institute Museum, Eastern Parkway, Brooklyn. Professor McKay's lectures may be regarded as in some respects a continuation of the course already referred to. On Saturday, October 9, he spoke on The Dissociation of Matter: Ions and Ionization, this being the third lecture of the course.

THE TEMPERATURE OF DISSOCIATION.

Professor McKay began his lecture with a brief popular explanation of the phenomenon of chemical dissociation. He called attention to the story that in the great Chicago fire the heat was so intense that streams of water thrown upon the fire to extinguish it seemed only to increase the conflagration, the water being separated into its elements, one of which burns.

with great heat and the other being a supporter of combustion. "Be that as it may," he said, "it is true that water or steam, when heated to more than 1,200 degrees C., is dissociated into its elements. It is also well known that when limestone or marble, CaCO_3 , is heated in the limekiln it is separated into calcium oxide, or quicklime, CaO , and carbon dioxide, CO_2 , which escapes into the air. In the same manner gypsum may be separated into plaster of Paris and water, sal-ammoniac into hydrochloric acid and ammonia, mercuric oxide into mercury and oxygen, etc."

Professor McKay said it was probable that for every chemical compound there was a certain temperature, known as the temperature of dissociation, at which the compound was resolved into other compounds or its constituent elements. Dissociation did not take place suddenly, but increased with the temperature. Thus the dissociation of water began at 1,200 degrees Centigrade, and was completed at 2,500 degrees. The temperature at which the separation is half complete is usually taken as the temperature of dissociation. Continuing, he said:

ELECTROLYTIC DISSOCIATION.

"In all ordinary processes of dissociation by heat and light the molecules are simply torn down into other neutral molecules and atoms, which recombine again under favorable circumstances, forming the original compounds. But there are good and sufficient reasons for believing that under certain conditions molecules and even atoms may be separated into other units, capable of separate existence, known as ions and electrons. It was shown in the preceding lecture that in order to make the solutions of certain compounds, known as acids, bases and salts, conform to the laws of osmotic pressure, depression of the freezing point and the raising of the boiling point, it is necessary to consider that when these compounds pass into solution the molecules, or some of them, spontaneously separate into parts, forming a greater number of units, number of units or parts in solution being the essential basis upon which these laws were formed, but in the solutions of other substances, such as sugar and other organic compounds, no such splitting up of the molecules takes place. Now it happens that these solutions of acids, bases and salts are the only liquids, except the liquid metals, that will conduct the electric current. They form, in fact, the class of compounds which Faraday long ago designated electrolytes, to distinguish them from sugar and other substances whose solutions are non-conductors of electricity.

THE SEPARATION OF MOLECULES INTO IONS.

"But Faraday proved, and the facts are expressed in his laws of electrolysis, that the molecules of electrolytes are broken into two parts, which he called ions, one part carrying a positive charge of electricity and moving toward the cathode, or negative electrode, and hence called cation, and the other part bearing a negative charge and moving toward the anode, and so called anion.

"This is what is meant by electrolytic dissociation, the spontaneous separation of the molecules of a solute into two parts called ions, an ion being defined as part of a molecule, either an atom or a group of atoms, bearing an electric charge. Faraday showed that an ion of hydrogen or other monad element always carries a definite quantity of electricity, which has since been called an electron, the natural unit of electricity. Dyad atoms, such as oxygen, carry two electrons; a triad, three; a tetrad, four; a pentad, five, a hexad, six, and a heptad, seven, the charge of an ion, whether an atom or a radical, being the same as its valence."

IMPORTANCE OF THE THEORY.

Professor McKay said that the theory of electrolytic dissociation was one of the most important scientific generalizations of the past century. It had revolutionized the science of chemistry and made possible the solution of many problems that were mysteries before. It explained the action of voltaic batteries and the source of the current, making it possible to predict by computation the efficiency of any battery composed of any solids immersed in any electrolyte. It gave a practical method of determining the relative strength of different acids, the strength depending upon the degree of ionization. It explained the value of atoms and how the same element might have a different valence in different compounds. It explained the formation of salts, the neutralization of acids by bases and the definite amount of heat produced in this process of neutralization.

ALL CHEMICAL REACTIONS PROBABLY DUE TO IONS.

Continuing, he said: "It is probable that all chemical reactions are due to the presence of ions. Saturated neutral molecules have little or no tendency to react with other neutral molecules. Solution in water or some other ionizing solvent is usually necessary to bring about any chemical reaction be-

tween two salts. Perfectly dry acids do not behave like acids. They will not attack metals nor color blue litmus red. The same is true of a non-ionized base or alkali. Ammonia, gas and hydrochloric acid gas combine in the open air at ordinary temperatures, forming a cloud of solid particles of sal-ammoniac. But if carefully dried they may be mixed without any trace of combination even when heated. Perfectly dry oxygen and hydrogen may be mixed in the right proportions to form water and heated above the temperature of ignition without exploding. But the introduction of the smallest amount of water vapor, or exposing the mixture to any other ionizing agent, will cause them to explode with terrific violence. All of which go to prove that ions play an important part in all chemical reactions, if indeed they are not the sole cause of such changes."

THE MOVEMENTS OF IONS IN A SOLUTION.

The electric charge carried by one ion is very small, being only ten-twentieth part of a coulomb for each monad atom or radical. This would require the discharge of one hundred million million millions of such ions every second to maintain a current of one ampere at the pressure of one volt. "But this," said Professor McKay, "was easily possible since there were a thousand times that many molecules in a cubic inch of matter.

"The velocity of ions in electrolytic solution is very slow, being only one-thousandth of an inch per second for hydrogen ions at a pressure of one volt. The velocity varies with the pressure and with the kind of ions, being a periodic function of the atomic weights. The velocity is usually less for anions than for the cations. The relative velocity is shown by the solutions becoming more or less concentrated near one electrode than at the other. The motion of the charged ions through the solvent constitutes the current. The resistance which they experience is the electrical resistance, and is the cause of the heat produced in a liquid conductor."

Those of our readers who are especially interested in the study of the electrolytic dissociation theory would find it profitable to consult the numbers of the *AMERICAN DRUGGIST* for October 13, 1902, p. 246; October 27, p. 263, and November 10, p. 308, which contain accurate reports of the lectures by Professor Jones already referred to.

LESSONS IN DISPENSING.¹

IT being an accepted canon that each art and science should be taught from its foundation, it is but proper that the first lesson in dispensing should be assigned to introductory and general explanatory matter. Though most students may have a fairly correct idea of what is meant by the term dispensing, perhaps a few might experience some difficulty in giving a clear and concise definition of it. Pharmacy has been called the art of compounding medicines, and, in the same sense, dispensing may be said to be the art of preparing or mixing medicines in fulfillment of the prescription of a medical practitioner. This definition is perhaps too narrow, for the pharmacist may not infrequently find that as much art is required in the correct preparation of a family recipe as in the prescription of an accredited physician. On the principle of the greater including the less, the family recipes may, however, be ignored so far as these lessons are concerned. The dispensing of a drug may take one of several forms; it may be in the form of a mixture—i. e., a fluid combination of either chemicals or galenicals, or both, either in solution, or partly in solution and partly in suspension—or of an emulsion—i. e., a fluid combination, but differing from a mixture in that it contains one or more ingredients insoluble in the menstruum or vehicle of the mixture, and not readily distributable in it by mere shaking, and therefore requiring special treatment with an emulsifying agent, such as mucilage of acacia, in order to overcome this difficulty—or of a pill or tablet—i. e., a solid combination of drugs or chemicals, either spherical or flat-spherical in shape, and the particles of which are held together by an agent, usually a liquid or a semi-solid, called an excipient; or of an ointment—i. e., a semi-solid combination of drugs or chemicals with a basis which may consist of vegetable or animal fats or oils, or some such-like substance, intended for local application to some part of the body. Dispensing may take many other forms, but, generally, speaking, these are but modifications of one or other of the above. Thus a liniment or a lotion differs from a mixture only in that it is a preparation for external use; a gargle or an inhalation, in that it is for local application to the membrane of the mouth and throat; and, while powders may be classed with the pills, they differ from these only in that the ingredients are not bound together into a solid mass. The tyro may perhaps ask why it is necessary to have so many forms of dispensing, or why

¹ *Pharmaceutical Journal.*

one drug should be administered in mixture form, another in pill form and another in powder. To answer these questions in detail would require more space than is available at present, and anticipate much that will be more appropriately treated of in subsequent lessons; so meantime the student must be content with the general answer that the characters and reactions of the drug or chemical, the idiosyncrasies of the patient, the indicated treatment of the disease or ailment, and the prescribing habits of the practitioner may each exercise an influence in deciding what form the medicine shall take.

THE PRESCRIPTION.

To proceed now to the prescription, the typical one may be said to consist of four parts, viz.: (1) The superscription, (2) the inscription, (3) the subscription, and (4) the signature. The inscription part consists of the galenicals or chemicals whereof the preparation is made up, and is subdivided into four sections, viz.: (a) the basis, (b) the adjuvant, (c) the corrective, and (d) the vehicle. An example will make this quite clear and comprehensible to the student:

Superscription	= R
Inscription	= { Magnes. sulph., ʒi = basis. Magnes. carb., ʒij = adjuvant. Syr. zingiber., ʒiiss = corrective. Aq. menth. pip. ad ʒvi = vehicle.
Subscription	= Misce ft. mist.
Signature	= Sig. ʒss ex aq. cap. ter in die post cibos.

The student must not imagine that a prescription is incomplete if the inscription does not include a representative of each of the four subsections. It may only contain a basis and vehicle, and yet be quite complete so far as the intentions of the prescriber are concerned. Before proceeding to an analytical explanation of this typical prescription, it will be advisable to give it in full Latin and also in English:

Recipe	= Take
Magnesi sulphatis, unciam	= of sulphate of magnesium,
Magnesi carbonatis, drachmas	an ounce.
Syrupi zingiberis, unciam cum	= of carbonate of magnesium,
semisse	two drachms.
Aque ² menthe piperitæ ad un-	= of syrup of ginger, an ounce
ciās sex.	and a half.
Misce fiat mistura	= of peppermint water, to six
Signetur	ounces.
Cochleare ex aqua capiendum.	= mix, that a mixture be made.
	= let it be directed or signed.
	= a tablespoonful in water, to
	be taken.

Ter in die post cibos. = thrice a day after meals.

The student will observe that the superscription R in the ordinary form of the prescription is merely a contraction, for purposes of convenience, of the imperative of *recipe*, I take, and signifies "take." It is addressed to the dispenser, the "tu" being understood. The literal translation would therefore be: "Take thou of magnesium sulphate an ounce, etc." The next point for the student to note is that the ingredients of the mixture are put in the genitive, while the quantities are in the accusative case. His knowledge of Latin syntax will at once tell him that the quantity is put in the accusative because it is governed by the active verb "recipe"—take thou an ounce, etc.—and the ingredient in the genitive because it is preceded by the preposition "of" (like "tu," it is understood), and is dependent upon the substantive—the quantity. Coming, now, to the subscription, the imperative mood (of "misce," I mix) is used because a command is being given, viz., "Misce"—mix. Further, "fiat" is the conjunctive mood of the irregular verb "fio"—I am made—and the conjunction "ut" being understood the sentence is translated—mix, so that, or in order that, a mixture be made.

DIRECTIONS AND DOSES.

With regard to the "Sig," which precedes the directions to be written on the label, it may be looked upon as an abbreviation of the term "Signature" (as above), but more correctly as an abbreviation of the conjunctive mood of the verb "signo"—I sign. It is not an essential part of the prescription, and is often omitted. Thus, the typical prescription might have been written: "Misce, fiat mistura cujus aeger cochleare capiat ex aqua ter in die post cibos;" the translation of which would be: "Mix, so that a mixture be made, of which let the patient take a tablespoonful in water thrice daily after meals." The student will naturally ask for an explanation with regard to the dose. It is shortly written ʒss., i. e., half an ounce; it is fully written, cochleare—literally a spoonful, and it is translated a tablespoonful. Why this difference? The explanation of these seeming discrepancies is this: The recognized standard doses are minims, ʒi, ʒij, ʒiij (or ʒss), ʒi and ʒij.

² An alternative form is to use the accusative "aquam;" this obviates the necessity for "understanding" a word such as "quantitatem," on which the use of the genitive "aque" must depend.

and if each patient were possessed of a graduated measure of these quantities, then they would be translated on the label as so many minims, one fluid drachm, half a fluid ounce, etc. The majority of households are not, however, provided with these measures, and consequently some article common to every household has to be selected as a measure for the dose. Spoons are chosen for this purpose, these being obtainable in any house. The ordinary table or soup spoon is taken as having a capacity of half a fluid ounce; the dessertspoon, of two fluid drachms; the teaspoonful, of one fluid drachm, and the wineglass, of two fluid ounces. Owing to the capacity variation, however, of these, spoon doses are only approximately correct, but, except for very potent preparations, are considered sufficiently accurate for general use. In spite of this, however, it is always advisable to advocate the use of graduated measures for the purpose of measuring doses of medicine, these being more accurate than spoons or even graduated bottles. With regard to the weights used in dispensing, the student must bear in mind that ʒ means either 480 minims or 480 grains, and must not be confounded with the one ounce weight (437.5 grains) which is used in ordinary retail transactions, and that all liquids are to be measured unless the prescriber indicates the contrary.

GENERAL HINTS.

In concluding these lessons some general hints may be given to the student:

(1) Before dispensing a prescription always read it over carefully once or twice, keeping a sharp lookout for mistakes, either in compatibility or in dosage.

(2) Write the directions neatly and in a clearly legible style, avoiding ornaments of penmanship.

(3) Never write thus: A tablespoonful 3 times a day in water; but thuswise: A tablespoonful, to be taken in water, three times a day.

(4) Concentrate your whole attention on your work, and weigh or measure out the quantities with care and accuracy.

(5) Cultivate habits of cleanliness and tidiness in the making up of the prescription and in putting on the label, polishing and wrapping the bottle. A dispenser who is careless with regard to such things is apt to be careless in weighing and mixing the ingredients. So the customer sometimes reasons, and consequently decides to try another pharmacy next time.

EXAMINATION QUESTIONS OF THE PENNSYLVANIA BOARD OF PHARMACY.

SOME idea of the very practical character of the examination which candidates for registration as pharmacists in the State of Pennsylvania must pass will be obtained from a perusal of the following questions which constituted the examination paper for July 21, 1903:

A.

Copy the following formula, changing grammes and cubic centimeters into ounces, grains and minims; also state how you would make the mass and what necessary precaution you would take in its manufacture:

R. Potassium chlorate in fine powder.....	30
Sugar in fine powder.....	120
Tragacanth in fine powder.....	6
Spirit of lemon.....	1
Water q. s. to make mass and divide into 100 troches.	

B.

Give the quantity of each ingredient represented in each pill when made after the following formula; also state how you would prepare the mass and in what order you would add the ingredients:

R. Ext. nucis vomic.....	gr. iv
Ferri sulph.....	gr. xxxij
Potassii carb.....	gr. xvi
Sacch. alb.....	gr. viij
Pulv. tragacanth.....	gr. ij
Pulv. altheæ.....	gr. ij
Glycerin, aqua ana q. s. fiat mass.	
Divide in pilulæ No. xvi.	

C.

Criticise the following prescription, and state what you would do if presented to you for compounding:

R. Quinina sulph.....	
Ferri redact.....	
Acid arsenosum.....	
Ext. gentiane ana gr. xij.	
Fiat mass. divide in capsula No. xij.	
D. s. One every three hours.	

D.

The law restricting the sale and prescribing of cocaine or its salts. (1) Who are permitted under this bill to sell cocaine

or its salts, and to whom? (2) In what manner only can it be sold by the retail druggist or pharmacist? (3) Is it lawful to sell any patent or proprietary remedies containing cocaine or any of its salts? (4) Does the law permit the refilling of physicians' prescriptions containing cocaine or any of its salts? If the patient asked for the return of the original prescription containing cocaine which you have just filled would you return it to him? (5) It is not lawful for a physician to prescribe cocaine for some persons; name the exceptions. (b) What is the penalty for violating this law?

E.

(1) What is a rhizome? How does it differ from a root? Give the names of two official rhizomes. (2) What is a tuber? Is it a root or stem? Name at least one official tuber. (3) What is a corm? (4) What is a bulb? (5) What is the difference between a corm and a bulb? Name one official bulb and corm.

F.

(1) Describe the capsules so frequently used in dispensing unpleasant remedies; of what material are they made? (2) Should all solid or powdered remedies be first made into a mass before placing them into the capsules? Give a reason for or against this practice. (3) What are cachets? Describe them; are they used for other powdered drugs? (4) What are suppositories and from what materials are they usually made? (5) What three kinds are mentioned in the U. S. P.? Give weight and form for each kind mentioned in the Pharmacopœia. Give the formula of the one official suppository.

G.

(1) What is a cerate? (2) Why are they called cerates? (3) Give the number of official cerates, also an example of one or more made by fusion and one or more made by incorporation. (4) What are ointments and how do they differ from cerates? (5) How many ointments are official, and how would you make ointment of zinc oxide in order to insure a perfectly smooth white ointment?

H.

Give the rational adult dose of each of the following drugs: (1) Apomorphin hydrochloras, (2) argenti nitras, (3) arsenous acid, (4) carbolic acid, (5) aconitina, (6) atropine, (7) cocaine hydrochlorate, (8) codeine sulphate, (9) morphine sulphate, (10) strychnine.

I.

Give the antidotes for the following poisonous drugs: (1) Ammonia water, (2) carbolic acid, (3) formaldehyde, (4) nux vomica, (5) oxalic acid, (6) phosphorus, (7) resorcin, (8) stramonium, (9) rough on rats, (10) opium.

K.

(1) Give the Latin name for detannated tincture of cinchona. (2) How is it prepared? (3) For what purpose is this tincture detannated? (4) Give some other method for detannating or removing tannin from tinctures. (5) What effect do salts of iron have upon tinctures or fluid extracts containing tannin?

L.

(1) In making the elixir of salicylic acid, N. F., potassium citrate is used; why is this done? (2) Why is ammonia water used in making the elixir of ammonium valerinate and elixir of bismuth? (3) Why is talcum used in preference to calcium phosphate in making the compound digestive elixir? (4) Why is the elixir of pepsin and bismuth considered of doubtful therapeutic value? (5) Why is carmine generally not a good coloring agent for elixirs? (6) Why would carmine be a better coloring agent than cudbear in elixir of ammonium valerinate?

M.

(1) What is gossypium? (2) What plant is it derived from and where does it grow? (3) What parts of the plant are official? (4) How is gossypium purified? (5) What is the soluble form of gossypium called and how is it prepared?

N.

(1) How is the official hyoscyamus described as to parts used and age of plant? (2) Give habitat and synonyms. (3) Give properties and uses. (4) What three alkaloidal salts derived from it are official? (5) Which of these salts is the most powerful?

O.

(1) What is the official hydrastis? (2) Give American name, natural order and habitat. (3) Give its properties and uses. (4) What official preparations are made from it? (5) What is the drug strength of each?

P.

(1) Give the natural order of coca. (2) Give the American official name and habitat. (3) What official preparation is

made from it? (4) What valuable alkaloid is derived from it? (5) What are its uses and abuses?

Q.

Give the active principle of each of the following official drugs, the adult medicinal dose of each active principle, and state whether the active principle is an alkaloid, a neutral principle or a glucoside: (1) Levant wormseed; (2) senna; (3) aloes; (4) belladonna; (5) coca.

R.

Give the meaning of the following well-known therapeutic terms and mention at least two drugs or pharmaceutical products applicable to each class: (1) Diuretic; (2) anodyne; (3) antipyretics; (4) carminatives; (5) anthelmintics.

S.

From what are the following drugs derived: (1) Spermaceti; (2) cod liver oil; (3) isinglass; (4) adeps lanæ; (5) castor.

T.

Name the symptoms by which you would be able to recognize poisoning by the following drugs; also give the antidotes in each case: (1) Antipyrin; (2) cocaine; (3) colchicum; (4) colocynth; (5) morphine.

U.

The following Latin abbreviations are frequently used in writing prescriptions; write them out in full and translate them into English: (1) aa; (2) Abs. feb.; (3) Adhib.; (4) Ad lib.; (5) Aq. bull.; (6) Ft. haust.; (7) Ft. emp. vesic.; (8) Omn. hor.; (9) Part. seq.; (10) Pro. r. n.

V.

Give the solubility of the following drugs in alcohol and water: (1) Salicylic acid; (2) sodium salicylate; (3) stearic acid; (4) tartaric acid; (5) potassium bitartrate; (6) gold and sodium chloride; (7) potassium iodide; (8) potassium bromide; (9) sodium benzoate; (10) iodine.

W.

(1) In manufacturing fluid extract of conium, nux vomica and sanguinaria why should a glass percolator be used? (2) Why is ammonia used in the manufacture of fluid extract of liquorice? (3) Why is ammonia used in making fluid extract of senega? (4) In preparing for percolation why is the drug moistened with the menstruum allowed to stand for some time previous to packing in the percolator? (5) Why is wild cherry directed to be macerated with water and glycerin for forty-eight hours before putting on the alcoholic menstruum for making the fluid extract?

X.

(1) Give a reason for not making an infusion by diluting a fluid extract with water. (2) State why infusions are generally incompatible with metallic and alkaloidal salts. (3) Why is aromatic sulphuric acid used in making infusion of cinchona? (4) Give the reason for adding alcohol to the infusion of digitalis. (5) Why should cold water be used in making the infusion of wild cherry?

Y.

(1) In making solution of ammonium acetate it is directed that only translucent pieces of ammonium carbonate be used, why is this required? (2) Give reason why the solution of ammonium acetate should be made fresh when wanted. (3) Why should the container be left unstoppered for a while after making it? (4) Why does the solution of ammonium acetate produce precipitates with metallic and alkaloid salts? (5) In making Basham's mixture a precipitate is sometimes formed on adding the tincture of iron, what is the cause of this?

Z.

(1) Give the chemical formulas and the proper chemical names of the following substances: (1) Litharge; (2) sugar of lead; (3) blue vitriol; (4) green vitriol; (5) white vitriol; (6) pearl white; (7) lunar caustic; (8) red precipitate; (9) calomel; (10) corrosive sublimate.

Aseptic Now, Not Golden.

The old adage that silence is golden has been changed by a recent investigator into "silence is aseptic." According to Drug Topics, the new form is specially applied to the operating surgeon, who is advised to keep his mouth shut during operations so as to avoid risk of infecting the patient. By speaking 300 words in front of an agar-agar slide and "developing" the latter, an investigator has found over a quarter of a million germs growing thereon. "Speech is septic; silence, aseptic."

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

The Rusting of Surgical Instruments.—C. L. W. asks how steel surgical instruments can be protected against rust.

As might be inferred, our querist is a dealer in surgical instruments. The busy surgeon is seldom troubled with rust accumulating on his instruments. It is, however, extremely difficult in places bordering on the sea coast to prevent the corroding action of the salt laden atmosphere. A device for the prevention of rust based on the well known affinity of calcium chloride for moisture has been used with favorable results. This consists in placing a few lumps of calcium chloride in a small glass funnel resting in a narrow necked bottle. This is placed in the case or closet containing the surgical instruments and serves to absorb the moisture in the air that would otherwise attack the steel. The arrangement of bottle and funnel permits the liquefied portion of the calcium chloride to trickle from the funnel into the bottle, drop by drop, leaving the salt exposed so that it continues active until it is entirely dissolved.

The removal of rust specks may be effected by the application of a paste having potassium cyanide as its active constituent, a fact well known to cutlery dealers. The following formula is generally employed:

	Parts.
Potassium cyanide.....	16
Precipitated calcium carbonate.....	30
White soap in shavings.....	15
Water, enough to make a paste.	

Dissolve the soap in sufficient water to make with the chalk a thick paste, in which incorporate the finely powdered potassium cyanide. The steel surfaces are rubbed energetically with the paste until the rust disappears and a finely polished surface is obtained.

"White Oil."—M. asks us to explain what is meant by the term white oil in the formula for cold cream printed on p. 169 of our last issue.

This term is applied to a purified liquid petrolatum, of which Albolene is a type. "White oil" is obtained from the petroleum after the lighter and more volatile portions have been removed by distillation, and it is official in the U. S. Pharmacopœia under the name Liquid Petrolatum.

To Exterminate Fleas.—W. L. S. writes: "What will exterminate fleas? The cellar of one of my customers is infested, and after burning 5 pounds of sulphur, generating copious quantities of chlorine gas, and spraying with 2 pounds of paris green, I have to report a total failure."

We are of the opinion that the extermination of the insects could be best effected by the application to the floor and wall surfaces of the cellar of some form of cresol emulsion similar to that for which a formula is given on p. 244 of our last issue. If it is not convenient to prepare a mixture of the kind there described, a solution of either creolin or lysol in water might be found equally effective. A pound bottle of creolin will make 5 gallons of an effective liquid insecticide for spraying purposes by the simple addition of water.

The use of powdered pyrethrum or Dalmatian insect powder suggests itself, but if the insects have already resisted fumigation with sulphur and chlorine, it is hardly to be expected that they would succumb to insect powder. The conditions seem to point to the existence of plentiful deposits of the eggs of the pests, and for the extermina-

tion of these nothing will perhaps work better than the application of a soapy antiseptic and insecticide solution like those referred to. Fleas are dirt-bred insects, and the conditions which produce the insects in the present instance should receive first attention. We know of nothing that will come nearer to proving an effective destroyer of the pests, as well as acting as a cleansing agent, than some such emulsion of crude carbolic acid as that already suggested.

Bookbinders' Glue.—M. H. R.—Ordinary carpenters' or white glue is the basis of most of the pastes in use by bookbinders. The following formula is recommended for a bookbinders' glue:

Glue	3xij
Water	3viiij
White soap in shavings.....	3viiij
Powdered alum.....	3vi

Dissolve the glue in the water at a moderate heat, then stir in the scraped soap, and when that has dissolved add the alum, stirring the mass constantly.

Ink Remover.—E. P. M.—Some of the methods ordinarily employed for eradicating ink stains have been described in previous issues. (See AMERICAN DRUGGIST, January 26, 1903, p. 42, and April 13, 1903, p. 188.) Graham Bott, an English chemist, has recently described a new and simple process, which is particularly applicable for the removal of ink stains from fabrics. The material requiring treatment should first be soaked in clean warm water, the superfluous moisture removed, and the fabric spread over a clean cloth. A few minims of strong ammonia water are allowed to drop on the ink spot. A tuft of absorbent cotton is then soaked with diluted phosphoric acid and applied repeatedly and with firm pressure over the stain. This procedure is repeated two or three times, and the fabric finally rinsed well in warm water and afterward dried in the sun, when it will be found, according to Mr. Bott, that all traces of the stain have been removed. The foregoing method is said to be equally reliable both for old and fresh ink stains, and not injurious to the most delicate fabric.

Codliver Oil Jelly.—J. A. T. writes for information regarding Codliver Oil Jelly, which he believes to be of French origin. The first jelly of codliver oil on record appeared in Paris some 30 odd years ago under the name Cream of Codliver Oil. It was prepared by mixing 460 parts of codliver oil with 150 parts of sugar and 200 parts of white of egg, heating to 40 degrees C., and mixing with 100 parts of a mucilage of agar-agar and 50 parts of bitter almond water. The following is an adapted formula:

Gelatine	3ij
Water	3xv
Syrup	3x
Codliver oil.....	3xxv
Chloroform	ꝑmxx
Cinnamon oil	ꝑm v
Bitter almond oil.....	ꝑm iij

Soak the gelatine in the water over night, then add the syrup and melt over a water bath, and when melted pour the gelatine solution into a mortar containing the codliver oil and chloroform and the cinnamon and bitter almond oils. Stir until the liquid assumes a uniform appearance and then pour into bottles before solidification sets in.

BUSINESS BUILDING.

This Department is devoted exclusively to the discussion of ways and means of increasing the pharmacist's business. The Department Editor will be glad to answer promptly all questions pertaining to advertising, to criticize advertisements, suggest improvements, and advise upon plans and schemes.

INEFFECTIVE ADVERTISING.

THE aim and end of all advertising in retail mercantile lines is to sell goods to increase business.

The advertising that does not bring more business or prestige to the advertiser is ineffective advertising, misfire, neutral advertising.

Advertising which by reason of incongruity of text and illustration, inane joke, roundabout manner of approaching the subject or uncouth caricature is certain to cause some people to think less of the advertiser, to hold a poorer opinion of him than before reading his advertising,—is bad advertising, adverse advertising, boomerang advertising.

The ready-made ad. illustration is a prolific source of ineffective and adverse advertising, and it is for the purpose of pointing out some of the dangers and pitfalls in the indiscriminate use of the ready-made cut that those shown in the group on this page are selected.



SEASONABLE ADVERTISING.

Some of the Things and Themes that are Appropriate Subjects for advertising talk during the month of
NOVEMBER.

Cold Cures,
Cough Cures,
Throat Tablets,
Catarrh Remedies,
Cod Liver Oil,
Hypophosphite Tonics,
Chap Lotions,
Complexion Creams,
Malaria Medicines,

Surgical Dressings,
Hot Water Baths,
Atomizers and Syringes,
Clinical Thermometers,
Chest Protectors,
Chamols and Paper Vests,
Croup Kettles and Lamps,
Stationery and Sundries.

THANKSGIVING SPECIALS.

Spices and Flavorings,
Photographic Goods,
Athletic Goods,

Confectionery,
Hot Soda,
Thanksgiving Novelties.

GENERAL SUBJECTS.

Prescription Work,
Veterinary Dispensing,
Stable Supplies,

Perfumes—new,
Household Preparations,
Cutlery.



CRITICISM AND COMMENT.

Cut No. 1 is very old. The "style" of its line drawing had some vogue during the '60s. Originally intended for a tooth powder ad. it is now made to serve for an eczema cure, with the result that the lady appears to be applying the cure to her "scaly skin" with a tooth brush. The head line is a most unfortunate one. Few women would confess to having a "scaly skin" by purchasing a bottle of this preparation. And, as though this were not enough fault to find in one ad, the cut is badly "battered." A "slug" of type has fallen out of a form at some time in the lady's career, carrying away her left wrist and part of her breast.

No. 2 is rendered somewhat ridiculous by bad drawing, the "Cupid's bow" of the lady's mouth being over-emphasized to an extent that makes it appear to be an incipient moustache.

No. 3 is also poorly drawn. The expression upon the lady's face might cause the reader to wonder if there was a dose of castor oil concealed in the glass of "Sparkling Soda."

No. 4 is not only a contravention of good taste, but also a dangerous association of ideas. The Death's head will linger in the memory long after the rest of the picture and the advertising argument have faded from it. The mental impression longest retained will be "Death, Medicine, Banks' Drug Store;" idea association recalling the other two whenever either is thought of.

Nos. 7, 8 and 10 are also examples of bad taste, in that a representative of the class of customers appealed to is



A Bunch of Bad Ads.

broadly caricatured. The advertising of the pharmacist, especially, should be dignified in tone. The slightest approach to vulgarity in thought or expression should be carefully guarded against.

In No. 9 the lady's costume is of a mode worn some years ago. This may seem a fine point, because it is something that a "mere man" knows little about. It is conceivable that an up to date woman might have the associated ideas of "old fashioned, behind the times, passing Blank's drug store," unconsciously impressed upon her mind by a study of this ad.

Nos. 5, 6 and 11 are of no particular significance. They evidently have been used merely as "eye-catchers."

This same reason, "to catch the eye," applies more or less to the use of the other cuts; to all ad cuts that are not illustrations of the advertised goods or something directly connected with the business of the advertiser.

It is possible to do good advertising, result-bringing advertising, without the use of cuts, with the use of plain printing type.

A simple type display is preferable to a badly drawn or misapplied cut.

IMPORTANT DECISION AFFECTING DRUGGISTS.

Appellate Division of the Supreme Court Dismisses Appeal in a Damage Suit Against a Firm of Druggists Whose Clerk Administered Surgical Treatment That Ended in the Loss of a Thumb.

A very important decision concerning the legal liability of druggists for injuries received by patients treated by them was rendered by the Appellate Division of the Supreme Court, Thursday, October 22, in the case of Frederick Roth against Arnemann & Behrens, druggists, who at the time covered by the action were engaged in business at 570 Eighth avenue, in New York City.

The action was brought to recover \$10,000 damages. The plaintiff alleged that he had received a slight cut on his left thumb in a ball game, and went into the defendants' drug store for treatment and to be relieved of his pain. A clerk was in the store who bandaged the wound and handed him a small bottle containing carbolic acid and so labeled, with instructions to keep the bandage wet with the contents of the bottle. The plaintiff alleged that he put five or six drops of the acid on the bandage, with the result that the wound became inflamed, gangrene set in and the thumb had to be amputated.

The law firm of Steiner & Petersen, 309 Broadway, attorneys for Arnemann & Behrens, claimed as a matter of law that druggists and pharmacists were not permitted under the laws of this State to practice surgery or medicine, and that the plaintiff was guilty of contributory negligence and violation of duty when he entered a drug store for treatment, and that he should have gone to a qualified physician and surgeon.

The attorneys maintained that the clerk in undertaking to treat Roth did so on his own individual responsibility, and that if any cause of action existed in Roth's favor it could not be maintained against Arnemann & Behrens, but should have been prosecuted against the clerk, the clerk having undertaken the case not as a druggist and not as an employee of the druggist.

The case came on for trial before Justice McLean, who sustained the contention of Steiner & Petersen and dismissed the action. From this decision Roth appealed to the Appellate Division of the Supreme Court, where, after an exhaustive argument, the decision of Judge McLean was unanimously sustained and affirmed, and this important principle of law has been thus effectually and judicially settled.

This decision is of the utmost importance to all druggists, as it affords protection from annoyances in cases where the druggist has been compelled to act in an emergency as a surgeon, and also relieves him from liability from similar work performed by his clerks.

CUT RATES IN SAN FRANCISCO.

Owl Drug Company Use Miles' Goods as a Leader—The Dr. Miles Medical Company Interviewed.

The Owl Drug Company, of San Francisco, are making a desperate fight against the direct contract and serial numbering plan, and to that end have recently displayed in their windows some of the goods of the Miles Medical Company, offering them at the rate of 85 cents for the Nervine and 20 cents for the Pain Pills, guaranteeing both to be the genuine article.

In an interview with a representative of the AMERICAN DRUGGIST, A. R. Beardsley, general manager of the Miles Medical Company, spoke as follows:

"We have received a photograph of the Owl window in San Francisco, and have investigated the source from which they obtained some of the supplies shown. These supplies were bought in several towns and cities in California of retail dealers, and we absolutely know that they have paid full retail prices for some of the goods which they have sold at cut rates. We have run down so many cutters' sources of supplies and it is becoming so difficult for them to get Dr. Miles' remedies that the sale of these remedies at cut rates is the best possible advertisement that the cutter can use. I can assure you that not a single package has gone out of our laboratory during the year 1903 without a serial number and without bear-

ing a record giving the name of the person to whom shipped, and I can further assure the readers of the AMERICAN DRUGGIST that none of these preparations will be shipped in any other manner. We have gone into this fight for full prices believing that it is a sound proposition, and we would much rather have a dealer throw our goods out of stock than to have them sold at less than the full retail prices.

"We are more firmly convinced than ever that the direct contract and serial numbering plan is a good thing for every one concerned. It certainly has been a good thing for us, and a good thing for the retail drug trade. Our business has never been in a more prosperous condition in every respect than it is now, and we have never for a moment regretted that we have adopted and rigorously carried out the direct contract and serial numbering plan, and we can assure the retail trade through the AMERICAN DRUGGIST that that plan has been adhered to by us without any deviation whatsoever."

N. A. R. D. MATTERS.

President Pritchard's Reply to the Commissioner of Patents—Commissioner Scored for His Narrow Views and Lack of Dignity.

President B. E. Pritchard, of the N. A. R. D., has published his reply to the opinion of Patents Commissioner Allen on the argument for revision of the Patent and Trade-Mark law made by the representatives of the N. A. R. D. at the hearing before President Roosevelt in Washington during the week of the N. A. R. D. convention. The texts of both argument and opinion were printed in full in the AMERICAN DRUGGIST for October 26, p. 239.

At a conference held in Chicago a few days ago it was decided to secure unity of action between the committees on national legislation of the N. A. R. D., the A. Ph. A., the N. W. D. A. and the P. A. of A., these four organizations representing all branches of the drug trade being on record in favor of reforms in the patent laws, and when Congress convenes a strong and united front will thus be presented to the congressional committees whose duty it is to deal with this question.

President Pritchard's review of the opinion rendered by Commissioner Allen follows:

OPINION TOO NARROW; PHENACETINE A TYPE ONLY.

"I have gone carefully over the report submitted by the Commissioner of Patents to the President of the United States, with reference to our association's request for a modification of the patent and trade-mark laws. In my opinion the commissioner has taken too narrow a view of the subject, confining his report largely to the phenacetine patent, whereas we merely used that product as a type, because it is better known among the laity than others less prominent.

"Our objection, as I understand it, is not to the mere fact that patents are granted, but to the more important and far-reaching results that follow the granting of patents upon medicinal products—viz.: the building up of numerous hurtful monopolies upon articles used solely in the healing art. Trusts in mechanical and commercial commodities have been bitterly assailed the Roosevelt administration, as hurtful to the best interests of the country, and yet they merely affect the bank account of a limited number of citizens, whereas trusts in medicines are freely permitted, and, as in the report under consideration, encouraged and applauded, and their promoters heralded as benefactors of mankind by those whose duty it should be to protect us from their rapacity and avarice, while their dire effects are upon many millions of those least able to bear them. If our Government officials would enter upon a campaign against such trusts they would undoubtedly meet with more sympathy and applause than in the work they are doing.

ADVENTURERS TAKE ADVANTAGE OF OUR LAWS.

"We do not know that the patentee of phenacetine was the original inventor, or whether he was not merely a shrewd adventurer, who, finding that the article had not been patented in this, the only country open to such questionable procedure, 'jumped the claim' and reaped the benefit; for we are told in this same paper that he assigned it immediately to a promoting company, no doubt for a comfortable consideration. This is not an unthinkable proposition, for we are credibly informed that acetanilid was being used to some extent in the United States for several years before it was

seized upon by a speculator, who succeeded in patenting it under the name *Antifebrin* and demanding 25 cents an ounce for it, while the original product had been sold for less than that figure a pound. We also now have foisted upon the country mixtures of acetanilid and ammonia; acetanilid, soda and caffeine; and various other low-priced chemicals under patented and trade-marked titles, loudly extolled in the advertising columns of the medical press and sold at exorbitant prices. Thus it will be readily seen that the claim that 'the result of the system has been to aid in the development of the industrial arts' is wide of the mark, while the result of the system does tend to encourage charlatanism and cast dismay upon the true scientist.

UNCALLED-FOR THRUSTS.

"We are both surprised and disappointed to find in the commissioner's report upon this subject such undignified language as the following:

It must always be remembered, in the consideration of any question of this sort, that no one is forced to use a patented invention. If the new invention is undesirable it may be let alone. If anybody wishes to thresh grain with a flail to-day, he may do so; or, if he prefers to use the sickle rather than the harvesting machine, that privilege cannot be denied to him.

"Such uncalled-for thrusts might be in place in the consideration of patented bootjacks, or addressed to ignorant, non-progressive people, but to apply such an argument to the educated, enterprising, progressive men of science, such as are the pharmacists and chemists of the United States, ought to be beneath the dignity of the incumbent of so high and honorable an official position as the Commissioner of Patents. The buying and dispensing of these patented synthetics is not of our own volition; we well know the nature of them and the thinly-veiled falsity of the so-called inventor's claims. The commissioner probably is not aware of the fact that the manufacturers maintain extensive literary bureaus, manned by well-trained press agents, who are constantly engaged in pressing their exaggerated claims upon the attention of the physicians throughout the country, while other remedies equally as potent, but non-patented, obtainable at one-tenth the price, are at hand, but with no one sufficiently financially interested to exploit them.

NOT USEFULNESS OF INVENTION THAT MAKES THE HIGH PRICE.

"For several years the writer had been selling his own headache powders, using phenacetine and salol; mentioning this fact to a physician who had been practicing for nearly 40 years, he instantly demanded the reason for phenacetine. Why not the safer and surer acetanilid? And this, too, without any knowledge concerning the vast difference in cost of the two items. Surely this was an honest expression of opinion from one well qualified to give it. It is not, as the commissioner seems to infer, the usefulness of the alleged invention that makes it bring the price, but the insolent, purse-proud, aggressiveness of the owner.

"The provisions of the Convention for the Protection of Industrial Property, in force between this and other countries, is based upon reciprocity, and can be of no effect when, as plainly stated in the commissioner's report, 'That while a German can obtain, as in this case, a patent for a product in this country, he can only obtain in Germany a patent for the process by which his product is made.' The conclusion drawn from this is that Germany paternally and patriotically cares for its own, while the United States supinely makes of its citizens 'easy marks' for every shrewd foreigner who can manipulate the law to his own advantage by hoodwinking our officials. This portion of the patent laws ought by all means to be revised.

NO RELIEF WITH EXPIRATION OF PHENACETINE PATENT.

"The expiration of the patent on phenacetine brings no relief. There will still remain in force hundreds of other patented synthetics, all equally harsh in their bearing upon our people, and the whole battery of the paid promoters will be turned upon the physicians who exploit them, and this modern system of highway robbery and legalized looting will continue unabated until we can bring our Government officials to a realizing sense of their duty and sufficient pressure upon Congress to amend the laws. Our international obligations surely do not mean that our citizens shall forever continue to be 'held up' by foreigners.

"As suggested by the commissioner, 'The insufficient force of examiners to satisfactorily report upon applications for patents on medicines,' is possibly the great difficulty, and an increase in the number of trained medical experts, giving sufficient time to fully examine into the merits claimed by would-be patentees, might possibly furnish the key that will unlock the aggravating situation."

HEALTH DEPARTMENT ANTITOXIN.

The Health Commissioner of the City of New York Replies to Criticisms—The History of Antitoxin in the Health Department of the City of New York—The Sale of Antitoxin Outside the City Limits Abandoned—Proposal to Discontinue All Sales of Health Department Serums.

THE action of the Health Department of the city of New York in continuing the manufacture and sale of antitoxin, etc., has aroused a great deal of adverse comment, and has frequently been the subject of criticism in these columns. The department at first distributed its antitoxin free on the presentation of slips from physicians stating that the recipient was an indigent person and in need of the antitoxin. The surplus antitoxin made was sold outside the city of New York, thus coming into direct competition with manufacturers engaged in the manufacture of antitoxin on a commercial scale. As shown in the appended interview with the Health Commissioner, Dr. Lederle, this practice has been discontinued. Dr. Lederle's project of furnishing antitoxin free to all citizens was made a subject of a very vigorous criticism in a recent issue of the *Druggist Circular*, which also attacks the conduct of the hospital for contagious diseases at North Brothers Island and at Kingston avenue, borough of Brooklyn.

DR. LEDERLE INTERVIEWED.

To a representative of the *AMERICAN DRUGGIST*, Dr. Lederle the other day answered the various criticisms referred to. He talked very frankly on the whole subject of the department's work from the beginning in making and distributing antitoxin, and defended the proposed free distribution within the city. He said:

"The criticism is made that the rich would benefit by the free distribution of antitoxin. It would be difficult, and in fact impossible, to draw the line in this matter between the rich and the poor. All would have to be treated alike. It would be manifestly unfair to give the antitoxin free to the indigent and make the rich pay for it. Both rich and poor pay taxes, and thereby contribute to the support of the department. Then, again, take the case of a family in moderate circumstances. They are naturally sensitive about representing themselves as in need of charity, although they are unable to pay for high-priced antitoxin. The head of the family might hesitate a day or so in deciding what to do, and the patient meanwhile keeps getting worse. The result might be serious. Furthermore, to continue to give antitoxin free to the poor and compel the rich to buy it of a private manufacturer at a high price is also unjust.

CHARGED WITH COMMERCIALISM.

"Manufacturers and others some time ago charged the Health Department with commercialism in selling its antitoxin outside of the city. The charge was well founded and we discontinued such sales, confining them to this city. We are still charged, and justly so, with commercialism here. To meet all these objections I proposed to treat all alike by making antitoxin free. And now we are charged with communism. The very arguments that manufacturers themselves made against our selling antitoxin furnish excellent reasons why the department should discontinue that practice entirely.

THE FREE DISTRIBUTION OF ANTITOXIN.

would not be communism. The question is raised, why not give away free milk. That is not analogous. The matter of securing milk concerns the individual; antitoxin and the prevention and cure of contagious disease concerns the whole community. If a person cannot secure milk or other necessities, he alone is affected; if a patient have diphtheria and cannot get antitoxin, the public is in danger, as well as the patient.

"As for any objections on the part of manufacturers and others that the free distribution by the Health Department would diminish their sales and business in antitoxin, I think the opposite would be true. By encouraging its more general use, the demand for antitoxin all over the country would be materially increased."

Dr. Lederle then told how the department started in the

antitoxin business, and gave some interesting data on its development and the present situation.

"THE HISTORY OF DIPHTHERIA ANTITOXIN PRODUCTION BY THE DEPARTMENT OF HEALTH,"

said he, "dates from the autumn of 1894, at which time the discovery of Behring was first made known generally to the scientific world. Late in 1894 the department assented to the request of private persons to dispense a fund collected for the production of antitoxin and its use among the poorer classes in this city. Experimental work on the bacillus of diphtheria, which had been begun as early as 1893, was continued, and in January, 1895, the production was begun, at first in a very small way. Arrangements were made whereby physicians might obtain from certain assigned stations in this city, mainly drug stores, their supplies of antitoxin, and it was also arranged that in cases where the family of the patient was unable to pay for the antitoxin it should be given free by the department, conditioned upon filing a statement by the physician testifying to the fact that the antitoxin had been given free and reciting a brief history of the case. During the year 1894 the private fund I have alluded to, amounting to about \$7,500, was expended, and the Board of estimate made a special appropriation of \$30,500 to carry on the work, and this sum became available January 1, 1895.

SALE OF SURPLUS AUTHORIZED.

"The manufacture and use of antitoxin increased very rapidly. At the same time, and due apparently to the idiosyncrasy of the animals producing antitoxin, it was very difficult for the bacteriologists in charge of the work to determine the quantity and potency likely to be produced, and whether that quantity would exactly supply the demand. Accordingly a provision was enacted empowering the department to sell its surplus product, and this provision now appears in the city charter.

"The production and the surplus sold for cash gradually increased, especially because the department was one of the first in the field of manufacture and gained high repute among consumers for the quality of its product at a time when the quality of antitoxin produced by private manufacture was not so high as it now fortunately has become. The result was that, without any intention of forcing an increase in the output, and equally without any intention of restricting it, the traffic of the department in this specialty grew to its present proportions. The total value of antitoxin produced is now about \$75,000 per annum, with cash sales of about \$20,000, and upward of \$55,000 worth used by antitoxin inspectors and given to the public and to the city hospitals.

THE "ANTITOXIN FUND."

"In considering the manufacture and distribution of antitoxin by the Health Department," continued Dr. Lederle, "two matters are especially important. First, since 1898, the appropriation for the bacteriological laboratories has been \$49,748, but the total annual expenditure has been considerably larger. The balance of the expenditures has been paid for out of the so-called 'antitoxin fund.' Without criticising the source of this balance, it is a fact that the annual request to the Board of Estimate and Apportionment for appropriation to carry on the work of the division of bacteriology has not shown the real amount of money which was expected to be used, and the bacteriological laboratories have been during all this period partly dependent upon funds received from the sale of antitoxin and other products. In this way the city has been put to no additional cost, although the work of the laboratories has grown enormously. The growth has been provided for out of the increase of the so-called surplus, and may have been at times the motive for increasing the surplus. Upon investigation I found that during the years in which this laboratory work has been growing the antitoxin fund was not entirely used strictly in conformity with the provision in the city charter, but also for general bacteriological laboratory purposes. As soon as this was ascertained I ordered a change in the method of accounting, whereby only such items as properly entered into the production or distribution of the antitoxins and other products should be charged against the antitoxin fund.

CHANGED CONDITIONS IN THE ANTITOXIN MARKET.

"The second objection I found to the then existing method of conducting the manufacture of antitoxin by the Health Department was that it tended to obscure the question of what constituted a legitimate surplus of manufacture as contemplated by the spirit of the section of the city charter alluded to. I believe, however, that the extension of manufacture was entered into honestly, and was necessary in former years, though I doubt whether it is as necessary at present. Since antitoxin was first produced by the Department

of Health conditions in the manufacture of it have been changed materially. For several years after the first production of it by this department those in charge of the laboratories did not and could not have proper confidence in other antitoxins which were on the market. This condition prevailed for some time, and, therefore, in order to cover the field properly and supply legitimate needs, it was necessary to make continued increases in production. This condition, however, no longer exists; our experts say that there are on the market antitoxins of as high grade as are furnished by the Department of Health. As a result in the improvement in outside antitoxin, and believing that for this department to supply other sections of the country with antitoxin was contrary to the spirit of the charter provision, I some months ago ordered the clerk in charge of accounts and supplies to notify our customers outside of the city that they must arrange to purchase their antitoxin elsewhere on and after July 1, 1903."

ALL LABORATORY PRODUCTS FREE.

Dr. Lederle then referred to his recommendation of a further radical change—namely, that the department hereafter dispense all its laboratory products free, as do other municipal and State laboratories, upon proper requisition by department officers or private physicians, to all residents of this city who may from time to time have need of certain of these products as a cure or preventive of contagious diseases. He declared that the "free slip" system of the department, which was designed to make antitoxin available for indigent patients, had been abused, and that if the department should announce publicly that hereafter all antitoxin and vaccine virus would be given free the irregularities would cease. This departure would necessitate the appropriation of from \$20,000 to \$25,000 in addition to the current appropriation of \$49,748 for the maintenance of the laboratories. Dr. Lederle laid this matter before the Mayor and the Board of Estimate, requesting the additional appropriation. His request, it seems, was not granted by the Board of Estimate in making up the city budget for 1904, and for the present, at least, it is not likely that the department will start the free distribution of antitoxin here.

In conclusion, Dr. Lederle strongly denounced the charges that the hospitals referred to have been neglected or that conditions exist such as are alleged.

The Georgia State Board of Pharmacy.

The next meeting of the Georgia State Board of Pharmacy for the examination of applicants for license to practice pharmacy in the State of Georgia will be held in Atlanta on Monday, November 16, in the Convention Hall of Piedmont Hotel. The members of the Board are: S. C. Durban, chairman, Augusta; J. G. Dodson, Americus; C. D. Jordan, Monticello; Max Morris, Macon; George F. Payne, secretary, Atlanta. The newly appointed member of the Board, R. H. Land, Jr., of Augusta, goes into office in November. Any one of these gentlemen can be consulted in regard to the examination.

Died.

BEAL.—In Hamilton, N. Y., on Monday, October 26, Thomas H. Beal, in the fifty-third year of his age.

BEALE.—In Camden, N. J., on Thursday, October 29, Dr. Charles Beale, in the forty-seventh year of his age.

KEMMERER.—In Emaus, Pa., on Friday, October 23, Newton H. Kemmerer, in the fifty-fifth year of his age.

KEMP.—In Wilmington, N. C., on Tuesday, October 20, Charles H. Kemp, in the thirty-seventh year of his age.

MCCULLOCH.—In Maysfield, Texas, on Monday, October 26, O. F. McCulloch, in the fortieth year of his age.

PRICE.—In Bristol, Tenn., during the week of October 12, Jefferson Price, in the forty-second year of his age.

SLOAN.—In Lowell, Mass., on Tuesday, October 20, Horace J. Sloan.

TORMEY.—In San Francisco, Cal., on Friday, October 16, P. J. Tormey, vice-president of the Owl Drug Company, in the fifty-seventh year of his age.

TRAPP.—In Baltimore, Md., on Monday, October 19, Dr. Charles P. Trapp, in the forty-ninth year of his age.

WHEELER.—In Binghamton, N. Y., on Thursday, October 29, Truman H. Wheeler, of Lestershire.

WHITE.—In Kansas City, Mo., on Monday, October 19, George E. White, in the twenty-seventh year of his age.

COMPLIMENTARY DINNER TO A. B. SCOTT.

Brent Good, of the Carter Medicine Company, gave a dinner at the New York Athletic Club, on Tuesday evening, October 27, in honor of Alfred B. Scott, of Scott & Bowne, Limited, London, who has been making a brief visit to his friends in "the States," and who sailed on November 3 for England. Since his withdrawal from the New York house of Scott & Bowne, Mr. Scott has made his home in Geneva, Switzerland, but is as staunch and loyal an American as ever, and his periodical visits to this country are always welcomed by his hosts of friends, whose affection for him is never dimmed by time or distance.

Appreciating this fact, Mr. Good summoned a little coterie of friends to meet Mr. Scott at dinner, as already stated. The number included some of Mr. Scott's old time associates in the drug trade, and all were his personal friends of long standing. Besides the guest of honor, there were present Messrs. E. G. Wells, H. B. Harding, Arthur A. Stilwell, Joe Kerr, M. J. Breitenbach, Lyman Brown, John M. Peters and Dr. R. H. Greene. The genial host had provided a dinner which did credit to the high reputation of the club's cuisine, and, although there were no formal speeches, there was a perfect round-robin of heartfelt good words from the several guests for Mr. Scott, as well as for his long-time companion, Mr. Good, to whose thoughtful courtesy was due the opportunity of meeting



ALFRED B. SCOTT.

and doing honor to one of the noblest men the drug trade, or any other trade, has been privileged to count among its members.

The menu card bore on its face a photograph of the guest of honor, while on the reverse were the following lines, written by Joe Kerr, to the text "God's Emulsion," which Mr. Good had suggested to him as a title befitting the theme:

GOD'S EMULSION.

Take the Milk of Human Kindness,
In it pour some Faith and Hope;
Put in Cheerfulness and Courage,
Strands of Love from Friendship's Rope;
Put in Honor, Squareness, Goodness,
Common Sense and Words of Gold;
Add Rare Merit, Candor, Greatness,
Charity that ne'er grows cold;
Drop in Fairness, Fun and Fancies,
Tenderness—some Sadness, too;
Something Holy, wee bits Wicked,
But of Sorrows very few;
Put in Debts and Loans and Favors,
Laughter, Tears, Success, Delight;
Dangers, Heartaches, Fears and Follies,
Firmness in a Fight, when right.
These Ingredients, all compounded,
In the Chemistry of Thought,
Form what Friends call God's Emulsion,
And 'tis labeled—A. B. Scott.

The Manufacturing Chemists' Registration Bureau.

The following titles have been registered in the manufacturing Chemists' Registration Bureau:

Ease-throat Nelson, Baker & Co.
Bromo-phenin Nelson, Baker & Co.

GREATER NEW YORK

George P. Hernes, Ph.G., has bought the pharmacy formerly owned by Dr. H. Carey at 543 Second avenue, at the corner of Thirtieth street, New York.

The next examination of the Board of Pharmacy, Eastern branch, will be held on November 18 at the Brooklyn College of Pharmacy, 265 Nostrand avenue, Borough of Brooklyn.

Otto Boeddiker, the well-known pharmacist, of 954 Sixth avenue, Manhattan, advises us that the pharmacy which was recently incorporated under the name Boeddiker Pharmacy is at 636 Park avenue, and not at 954 Sixth avenue, as stated in a Greater New York news item on page 257 of our last issue.

The ceremonious and time-honored rites of installing the Grand Librarian and Statistician of the Retail Druggists' Bowling Association of New York were observed last week, when L. W. De Zeller, the resourceful New York City representative of Seabury & Johnson, formally assumed the duties of his exalted office, and took possession of the official regalia and the bibliotheca of the association. It is rumored that Bibliothecarius De Zeller will shortly place before his brother bowlers the fruits of much study of the ancient game in the shape of a volume on "Curves in Bowling."

The Executive Committee of the Manufacturing Perfumers' Association of the United States held a meeting recently at the office of Henry Dalley, the chairman, to consider the question of a joint exhibit by the entire organization at the St. Louis Exposition. There is some misunderstanding over the question of space, but that is expected to be settled soon. A sub-committee was appointed, consisting of Henry Dalley, Theodore Ricksecker and Richard Hudnut, to complete negotiations for space. Besides those mentioned there were present at the meeting Adolph Spiehler, of Rochester, and Gilbert Colgate and Herman Tappan, of this city.

"Leaves are falling, balls are rolling," thus sings the poet. Librarian and statistician of the Retail Druggists' Bowling Club. Bowling was actively resumed at Starr's alley on October 23 last, the opening of the season being marked by a regular meeting of the club and the election of the following officers: President, Fred. Wichelns; vice-president, Otto Boeddiker; treasurer, S. F. Haddad; secretary, Arthur J. Reeder (re-elected); captain, George E. Schweinfurth (re-elected). The club meets once a week on Friday evening.

THE WORM TURNS.**A Board of Pharmacy Inspector Will Sue a Druggist Who Had Him Arrested for Alleged Extortion.**

A few days ago a process server of the State Board of Pharmacy was arrested on the charge of extortion, the complainant being a Third avenue druggist, who had been found guilty by the Board of two violations of the State Pharmacy Law, and was therefore subject to a fine of \$25 for each offense. The process server was taken before a magistrate, who dismissed the case, declaring there was nothing to show any attempt at extortion. The process server will now bring suit against the druggist to recover \$5,000 damages for false arrest.

The druggist concerned in the affair was Leonard Greenbaum of 2227 Third avenue—or more strictly speaking, his son, Harry Greenbaum. The process server was James T. Sullivan, from the office of Steiner & Peterson, counsel to the State Board of Pharmacy. According to the latter's version of the affair, this is what happened:

The Board of Pharmacy had sued in the Tenth District Municipal Court to recover \$50 penalty from Greenbaum for adulterating camphorated oil and tincture of iodine, the sample of camphorated oil obtained from his store testing 6.84 instead of 20 per cent., and the iodine 4.09 per cent. instead of 7 per cent. Mr. Sullivan went to serve the summons and complaint on Greenbaum. The latter was not in, but his son, Harry, said that he represented his father. Conversation ensued in which the nature of Mr. Sullivan's business with Greenbaum, senior, was made known. The son doubted Mr. Sullivan's right to collect the \$50, or doubted that the process server was what he represented himself to be. Mr. Sullivan said he would sign the summons and complaint, and would also give a receipt for the money. Mr. Greenbaum, jr., called a detective and made the complaint of extortion. Magistrate Crane dismissed the complaint, declaring that Mr. Sullivan was acting entirely within his powers. The latter, however, insisted in having commit-

ment papers made out and recorded, so as to have his arrest carried out in due form. Greenbaum made an affidavit charging the process server with extortion. Mr. Sullivan will now bring suit through Steiner & Peterson, as stated, for damages.

"The Board of Pharmacy Means Business."

The Eastern branch of the State Board of Pharmacy is continuing its crusade against adulterations. Cases of adulteration of camphorated oil and of the use of wood alcohol are continually being found and penalties for same collected. A member of the Board said: "It's surprising to see how many druggists persist in violating the law and taking the risk of being caught. When the law was first put into operation there was some excuse perhaps for druggists not always complying with all the requirements of the statute. For a long time the board was very lenient, and gave warning against a second offense instead of imposing the penalty. The law has now been in effect long enough certainly for every druggist to know of its provisions, and they also know that the Board is no longer giving warnings but is imposing the penalty wherever a violation is found. It is indeed strange that a druggist will take the risk of having to pay a penalty of at least \$25 for the sake of making a few dollars larger profit, to say nothing of the injury to his reputation by being convicted of adulteration or some other violation of the pharmacy law. Take the case of wood alcohol. A druggist probably does not make \$25 extra profit in the whole year by substituting wood alcohol for grain alcohol, and yet frequently we find druggists who will incur the risk of a fine. By and by, perhaps, such druggists will realize that there is a pharmacy law and that the Board of Pharmacy means business."

Druggists Sued for Non-Payment Allege Fraud on Part of Sellers.

Suits instituted by the Dr. George Leininger Chemical Company against several retail druggists for alleged non-payment for goods received, are expected to come up for argument soon in the district courts of this city. The defendants make charges of fraud in their answers, and the cases promise to be very interesting to the drug trade generally. It is said that representatives of the plaintiff offered for sale a preparation called solidified formaldehyde, and put up by the plaintiff. The druggists, it is alleged, were shown what purported to be orders for the article from physicians, such orders to be turned over to the druggists who purchased the goods. It was represented to intending buyers that the article would be extensively advertised. In their various answers the defendants claim among other things that in many cases the physicians' orders turned over to them were fraudulent, that the plaintiff failed to work up business as promised, and that goods were sold to other druggists within the limits of the so-called special agencies. In other words, the defendants contend that the goods were obtained under false pretences. Similar suits against E. A. Neer and Benjamin Kent, of Paterson, N. Y., resulted in favor of the defendants.

The Indiana Board of Pharmacy.

At the meeting of the Indiana Board of Pharmacy held at Evansville, October 14, 15 and 1, the following passed a successful examination as registered pharmacists: A. F. Schmidt and A. M. Sum, Washington; F. L. Donnell, Greensburg; A. W. Flick, Evansville; J. Zimmerman, Lynnville; David Hecht, Evansville; C. G. Aughe, Frankfort; W. D. Mannes, Ossian; J. H. H. McDonnald, New Albany; H. C. Bieling, Evansville.

The following passed as registered assistant pharmacists: O. R. Matthew, Mitchell; J. R. Kelley, Muncie; B. V. Winslow, New Albany; C. A. Robertson, English; C. A. Thomas, Flora; W. W. Beck, Logansport; Geo. Pfender, Evansville; Chester Boothe, Sullivan; S. S. Harris, Rockville.

The next meeting will be held at the Claypool Hotel, Indianapolis, January 13, 14 and 15, 1904. A. G. Ruggles, of Warsaw, Ind., has been prosecuted by the State Board for conducting a retail drug store without complying with the law. Two members of the board, C. B. Woodworth and H. E. Glick, visited that town. The Indiana Board has initiated numerous prosecutions, and have so far been successful in every case.

The "American Druggist."

It's a great paper you have there; keep up the good work.
Yours truly,
BROOKLYN, N. Y., November 6, 1903.
RAMÉE & COLE.

WESTERN NEW YORK.

Druggists' Bowlers Active—Western Branch of the State Board of Pharmacy After Law Breakers—Druggist's Wife Shoots a Policeman—Stoddart Bros. Win a Prize for a Window Display.

(From our Regular Correspondent.)

Buffalo, November 6.—The Buffalo Druggists' Bowling Club has reorganized for the season, and will play as usual every Friday afternoon at the alleys on Main and High street corner. H. A. Schenck has been elected president; John H. Rider, vice-president; J. L. Perkins, secretary and treasurer; P. M. Lockie, captain. The scores are already high, so that the prospect of the club being a hard proposition to the other clubs that may run up against it is even better than formerly. There is a match on with the Unions of Buffalo, which the club has beaten seven times out of eight, and another with the Rochester druggists, who usually come out second best in the annual tussles. No dates have been fixed.

STATE BOARD ACTIVITY.

The western branch of the State Board of Pharmacy showed its mettle during the last part of October, collecting fines to the tune of \$175 of various delinquents. The board does not like to give out the names of the lawbreakers whom they punish, but merely states that among the fines collected was \$50 from a Buffalo druggist, \$50 from one at Niagara Falls and \$25 from one at Boston Center, Erie County. A curious case came up lately, where an inspector of the board bought an ounce of laudanum at a general store in the country. When accused of breaking the law the proprietor declared that the sale was a mistake, as the poison was merely kept in the store for the use of his father, who was ill, so that it was a mere matter of storage so far as the intent went. But the board observed that the laudanum was in ounce bottles by the dozen, instead of being kept inexpensively in bulk, as it would have been to carry out the claim.

A member of the State Board of Pharmacy, reading the account of the sensational suicide of Truman H. Wheeler at a small town near Binghamton, recalls that he was last year keeping a drug store in Jamestown, where the member found him without a store registration. In this case the delinquent made good his plea of ignorance of the law, and obtained the registration without being made to pay the fine.

DRUGGIST'S WIFE SHOTS A POLICEMAN.

A sensational murder case, with a Buffalo druggist as an innocent accessory, took place in Buffalo on November 2. Phillip Schaefer keeps a drug store on lower Pearl street, and on coming to his home on upper Pearl street in the evening of that day found the house in possession of a drunken policeman named Connors, who had just been suspended for the offense of drinking, and appears to have gone to the house for a room in order to avoid going home and betraying his condition. The women of the house, seeing that he was under the influence of liquor, ordered him out of the house; but he refused, and was making all sorts of trouble when the druggist appeared. In a clinch the policeman threw the druggist under the stairway and proceeded to kick him. The wife of Druggist Schaefer tried to beat the policeman off with a curtain rod, but failing, procured her husband's revolver and shot Connors in the back, claiming that she fired at random to frighten him off. He then staggered away, and no one knew he was hurt till he appeared at the police station with the blood streaming down his clothes. The bullet had broken a rib and lodged in the liver, with probably fatal result. Mrs. Schaefer gave herself up, though it is hardly likely that she will be severely punished for defending her house and her husband.

WESTERN NEW YORK DRUG CHANGES.

especially in the line of sales, have been large of late, as the following will show:

Heyden & Little have reopened the pharmacy on Massachusetts avenue, Buffalo, formerly conducted by R. W. Baxter, who is now a clerk at Gregory's Genesee Pharmacy.

Miller & Hannah have bought the drug store of Walter E. Strong, at the corner of West avenue and School street, Buffalo.

C. N. Read has bought the pharmacy of Watson & Son, at Perry, N. Y. Not being a druggist, he has engaged George L. Page, formerly of Rochester, as managing clerk.

A. M. French, druggist, at Cherry Creek, has opened a second store at Holland, Erie County, and placed H. E. Quirk in charge.

L. H. Middaugh, formerly in the drug department of

Faxon's, Buffalo, is now doing detail work, having engaged with F. K. Stearns & Co.

H. K. Mulford & Co., who for some time maintained an office in Ellicott Square, Buffalo, have closed it lately, though H. G. Whyte, who was in charge, remains in the city doing detail work for the house. City druggists are sorry the change is made, as quick orders are no longer possible with this house.

THE PRIZE WINNER IN THE ESKAY'S FOOD DISPLAY.

Stoddart Bros., of Buffalo, won the \$25 prize for the best window display offered by the Smith, Kline & French Company, of Philadelphia, makers of Eskay's Food. Having a large show window, the firm turned the work over to John A. Curtin, who evolved, by the use of 1,000 packages of the food, a representation of the Brooklyn Bridge, with a ship sailing majestically along carrying quantities of the food. The committee making the award was composed of U. G. Manning, of South Bend, Ind.; H. F. Ruhl, of Manheim, Pa., and W. A. Dawson, of Hempstead, N. Y.

WITH GRIP AND ORDER BOOK.

John A. Renss, who stands for the sale of the perfumes of Alfred Wright, of Rochester, in this district, was in the city during the last week of October doing his usual good business.

J. S. Marvin, for some time a Buffalonian, began November in his home town, selling quantities of the hospital goods of his house, Seabury & Johnson, of New York.

A. E. Westervelt, of Buffalo, who sells the many varieties of the soaps and perfumes of Colgate & Co., spent a good part of October in the city, driving his trade as well as he might.

W. S. Minton, formerly on the road for Alfred Wright, but now selling the same pleasant class of goods for L. H. Stevens & Co., of Akron, O., paid us a mutually satisfactory visit lately.

F. P. Hinkston, of Rochester, traveling representative of Bruen, Ritchey & Co., was in Buffalo several days early in November. He is a good bowler, and always tries to be in the city on Friday during the season.

J. S. Gotshall, formerly of the Buffalo drug firm of Jeffrey & Gotshall, but now traveling for the Cleveland house of Strong, Cobb & Co., sold a quantity of his specialties here lately.

Edgar P. Reynolds, who has carried on a personally conducted business in Buffalo for the Syracuse house of Charles Hubbard & Son since the Buffalo branch store was closed, looks after affairs with the same conscientious care and does considerable trading in neighboring towns.

Board of Pharmacy of Oklahoma.

The regular quarterly meeting of the Oklahoma Board of Pharmacy was held at Enid on October 6. A class of 27 took the examination, of whom the following passed and received certificates of registration:

James M. Byrum, Asher; G. M. Coffman, Pawnee; J. S. Lindley, Fairmount; Oscar L. Miles, Perkins; A. S. McElhinney, Chandler; Henry E. Riley, Oklahoma City; R. M. Shaw, Burnett; James F. Tonge, Anadarko; Wm. D. Turner, Anadarko; Harry B. Ward, Guthrie, and E. E. Wilfong, Minco, I. T.

The next meeting of the Board will be held at Lawton January 12, 1904. Applications for examination at that meeting should be filed with the secretary not later than January 5. Any needed information will be furnished by the secretary, F. B. Lillie, of Guthrie, upon request, if postage for reply is enclosed.

Kentucky Board of Pharmacy.

At the meeting of the Kentucky Board of Pharmacy, held in Winchester on October 13, a class of 13 was examined, of which the following passed: R. E. De Jarnette, Williamstown; G. J. Kaufman, Newport; Eugene Taylor, Lexington; Terence Cooney, Paducah; R. C. Summers, Columbus; W. H. Eisenmenger, Louisville; W. A. Ligon, Sonora; J. E. Curry, Lexington; G. J. Covington, Louisville. The next examination will be held in Covington on January 12, 1904.

At the annual meeting, which was held October 13, Geo. T. Wilson, of Bowling Green, qualified as a member of the board, having been appointed by the Governor to succeed Addison Dimmitt, whose term of office had expired.

The board was organized for the ensuing year with the following officers: President, John E. Stormes, Lancaster; secretary, J. W. Gayle (not a member), Frankfort; treasurer, Geo. T. Wilson, Bowling Green; chairman Executive Committee, C. S. Porter, Somerset.

MASSACHUSETTS.

The Druggists' Association Meets—Noted Naval Pharmacist Retired—The Massachusetts Board of Health Takes Up Phenacetine Prosecutions—Various Drugs Found Adulterated—Registered by the Board of Pharmacy.

(From our Regular Correspondent.)

Boston, November 4.—The first meeting of the Boston Druggists' Association since vacation was held at Young's Hotel on the evening of October 27, President Richardson in the chair. Resolutions were adopted on the death of the late Albert Nott, M.D., and a letter was received from the family of the late Andrew G. Weeks thanking the association for its action at the time of his death. Applications for membership were received from Henry Thornton, manager of Parke, Davis & Co.'s local office; Julius Forrester, who represents Sharpe & Dohme in this section, and Charles E. Harrington, of the Eastern Drug Company. La Rue Vredenburg gave a series of readings from popular authors, and related some capital yarns. He was seconded in the story telling by several of the members, thus making the meeting extremely successful.

PHARMACIST JOHN COWAN, U. S. N.,

in charge of the dispensing at the Charlestown Navy Yard for several years, was retired October 19 from active duty for physical disability. He has been in the service over 35 years, during which he has served at sea and ashore in every quarter of the world, also accompanying nearly every important landing party during that period. About three years ago, upon returning from charge of a hospital in the Philippines, he began to feel the effects of his long service and requested retirement. Upon the request of friends high in authority he withdrew his application, and this fall he was given medical charge at Iona Island, in the Hudson, a desirable berth. His stomachic trouble progressed, however, and he was forced to again request retirement. Mr. Cowan is a New York man, popular and widely known in the service.

A PHENACETINE CAMPAIGN IN BOSTON.

The State Board of Health is engaged in a phenacetine campaign in this city, and as a result Mansfield & Gardner, of 86 Canal street, have been notified to appear in court for an alleged sale of ½ ounce of the drug. The trial will be on November 9. It may be that action will follow against other dealers, for it is asserted that many samples have been secured and a large proportion were adulterated with acetanilid. The board recently secured a conviction against Harry A. Tobey, of Nantucket, for the sale of tincture of iodine below the legal requirement. The last monthly report of the board showed the taking of 68 drugs, 28 of which varied from the U. S. P. standard. The drugs adulterated were aqua destillata, capsicum, cera alba, glycerinum, oleum limonis, opii pulvis, phenacetine, pulvis glycyrrhizæ, comp., sodii boras, sulphur lotum, sulphur præcipitatum and tinctura iodi. A sample of grape juice was preserved with salicylic acid, its presence not being stated on the label.

COLLEGE NOTES.

The Massachusetts College of Pharmacy has just received an exhibit of boric acid spangles from the Pacific Coast Borax Company, of New York. Stephen T. Marshall, Ph.G., has also contributed to the department of general chemistry some excellent specimens of mica. Louis Siminon, Pharm.D., was at the school a few days ago. He has just passed the Connecticut Board of Pharmacy and is now managing the business of the J. L. Green Drug Company, 41 Lowell street. Trustee William W. Bartlet, Ph.G., has been in California, but returned to his duties the latter part of October. S. J. Sigal, Pharm.D., of last year's class, has formed a partnership with Mr. Davidson and bought out the Maverick Drug Company, of East Boston.

THE BOARD OF PHARMACY

held four examinations last month, and granted certificates to the following successful candidates:

Jacob Harris, Boston; John E. Heffernan, Salem; Robert S. Barrett, Andover; Bernard H. Schutzkwer, Boston; John J. Shea, Lowell; Joseph M. Sisonky, Boston; William F. Stover, Winthrop; Arthur W. Wells, Lowell; Peter J. Crane, Haverhill; Andrew H. March, Shelburne Falls; John R. Moore, Westboro; James J. Nolan, New Bedford, and George E. Torrey, Newburyport.

DEATH BY POISON.

Three deaths occurred in this State last week from poisons taken by accident, and in two instances the drugs were rare to

be used by mistake. One of these was an employee of a soap concern, and had chemicals at his residence. He took oil of verbena for medicine. In the other case oil of mirbane was used instead of medicine. Wood alcohol caused the third death. It was in a goblet, and a man drank it thinking it to be water.

TALKED ABOUT.

Robert Hart & Brother succeed F. E. Whitmore, Somerville.

Theodore St. Onge, of Millbury, has disposed of his business to Timothy J. Cotter.

Everything points to an exciting contest in the efforts of Arthur L. Gavin to secure re-election as a representative, but the prospect for success is thought to be good.

Thomas Doliber, Ph.G., president and treasurer of the Melin's Food Company of North America, is expected to return from England about the 10th of the present month.

Walter E. Nichols, of Ward Ten, is a candidate for the Republican nomination to the Board of Aldermen. He has served in the Legislature for two years.

Joseph A. Letoneneau, a clerk in a Nonantum store, was recently arrested on the charge of illegally selling liquor. He was bailed out by his employer.

The A. Cunningham Drug Company, Cambridge, have just been incorporated in this State. Capital, \$25,000; president and treasurer, Augustine Cunningham.

The American Soda Fountain Company are still doing a rushing business in New England. They recently shipped cold fountains to Francis J. Clancy & Co., Pawtucket, R. I., and C. E. Guertin, Fall River. G. D. Brown, of South Boston; C. H. Whitney, Concord Junction, and the Highland Avenue Pharmacy, Somerville, are purchasers of hot apparatus. The Tirrell Pharmacy, of Sharon, has just received one of this firm's carbonators.

Lord, Owen & Co.'s Affairs in Court.

CHICAGO, November 2.—Bankruptcy proceedings against Lord, Owen & Co. were practically closed to-day. Judge Kohlsaat approved a plan by which the creditors are to receive an additional 20 per cent. This makes a total of 40 per cent. paid to unsecured creditors, whose claims against the former wholesale drug house amounted to \$548,360. The secured creditors, with claims for \$196,840, were paid in full some time ago. George S. Lord is still in a sanitarium. When he comes out he will have to face a number of serious charges.

A Druggist Takes Poison.

Truman H. Wheeler, a prominent druggist, of Lestershire, N. Y., died in the jail in Binghamton on October 29, after taking prussic acid. Wheeler was arrested at noon, charged with attempting to set fire to his store. He had left the store locked, and when the owner of the building broke in he found a dish of sealing wax on an oil stove so arranged that when the wax boiled over it would become ignited and set fire to excelsior piled around the stove. With the excelsior were two large cans of gasoline and an explosive mixture of glycerin and acid, which the druggist had so placed that an explosion would follow. Wheeler took the poison while he was out with an officer trying to find bail.

P. J. Tormey Dead.

P. J. Tormey, vice-president of the Owl Drug Company, of San Francisco, Los Angeles, Oakland and Sacramento, and president of the Quaker Drug Company, of Seattle, Wash., died in St. Vincent's Hospital, Portland, Ore., on October 14, from an attack of paralysis. Mr. Tormey was 56 years of age and took a very active part in the conduct of the affairs of the Owl Drug Company. He was present at the meeting of the National Wholesale Druggists' Association held at Monterey last year and was widely known throughout the drug trade. In addition to the interest in the drug business, Mr. Tormey was an expert whist player, being president of the San Francisco Whist Club and the Pacific Coast Whist Association, and conducted the whist page in the San Francisco *Call*.

PHILADELPHIA NEWS NOTES.

Messrs. Ott & Nicand have been succeeded at Sixteenth and Pine streets by Harry Lee Barber, who also owns the pharmacy at Tenth and Cambria streets.

M. W. Bowman, 1000 East Cheltenham avenue, has acquired the adjoining property to his store, and will soon make improvements which will embrace the new property.

I. Irving Saul, who for years was clerk for the late J. W. Pechin, has secured a position in George B. Evans' new store at Seventeenth and Chestnut streets.

M. A. J. Galaschi, who some years ago retired from the retail drug business, has purchased the store of the late F. W. Steinmetz at Thirteenth and Cambria streets, and will actively re-enter the drug business once more.

R. J. Burton, of Forty-ninth street and Woodland avenue, has been succeeded by H. F. Vossage, who has withdrawn his interests from the Union Drug Company, and will now confine himself to the conduct of this store alone.

J. H. Redsecker of Lebanon, Pa., will shortly arrive from Europe, where he has passed the last two months traveling on the Continent endeavoring to recuperate from a recent illness. At the last report from him, he wrote that he was much stronger and increasing in weight, which will be very gratifying news for his many friends in this city and State.

H. A. Fenner, Broad street and Columbia avenue, whose store was recently seized by the sheriff on a judgment procured by his mother and father-in-law for money loaned, has gone into bankruptcy, and William M. Rickert, of Fifteenth and Westmoreland streets, has been appointed receiver. His failure has caused much surprise, as the store was considered to be doing an exceptionally good business.

Much favorable comment was passed upon the *AMERICAN DRUGGIST* for the full report that was published of the recent meeting of the N. A. R. D. The druggists seem to be well pleased with the results of the meeting, and many of them were unaware that so much was accomplished until the full account was published in this journal, and the promptness and thoroughness of the report has made many friends for it.

Fred Farrell, of the firm of Farrell Brothers, Twenty-ninth street and Columbia avenue, was recently married in a quiet way, but on his return from the wedding trip met with an enthusiastic and noisy crowd. Special music in the form of a Hurdy Gurdy was in attendance from noon until 10.30 p.m. and played continually without five minutes' intermission during that time. The house was beautifully decorated in white with all sorts of mottoes, which welcomed the bride and groom to their home. Mr. Farrell took the affair as intended, and heartily joined the party in the celebration of this event.

The first game of the Wholesale Drug Bowling League of this city will be played at Central Alleys on the night of November 3. The clubs constituting the League this year will be Smith, Kline & French Company, J. Elwood Lee & Co., Wanderers, Hance Brothers & White, Philadelphia College of Pharmacy, Johnson & Johnson's team of New Brunswick, and two teams to be known as No. 1 and No. 2 of the Retail Drug Athletic Association. The season's schedule will be announced in the next issue. Bowling seems to have taken a firm hold on the drug trade of this city, and it is reported that Mahlon M. Kline toes the mark, and tries to distinguish himself by bowling strikes and spares, and is fast becoming quite an enthusiast. He considers the exercise exceedingly healthful and well adapted to the retail druggists.

Eugene Ross, who is well known for his popularity and ability as a special representative of Johnson & Johnson, of New Brunswick, N. J., has joined the ranks of benedicts, having been married on the 27th ultimo to Miss A. Helm, of Batavia. The bride has for some years been a member of the official staff of Johnson & Johnson, and has many friends in New Brunswick. The expressmen of New Brunswick are said to have become tired from carrying the liberal donations which have been sent in honor of the vent. Just prior to the wedding Mr. Ross gave a bachelor's dinner to the old guards on the staff of Johnson & Johnson at the Waldorf-Astoria Hotel in New York, and among those present were A. J. Stevens, J. H. Rodgers, D. E. Bransome, A. Huff, John Potter, Henry Cushing, Count O'Neill, L. Mason and Baharat Talsi, the famous Brahmin and theosophist. Mr. Ross has traveled probably more for his firm than any other man in the business, having made several trips to China and Japan, where he has established a fine trade for Johnson & Johnson. The happy couple will live in New Brunswick.

ILLINOIS.

A Minimum Schedule for Chicago—Mr. Bodemann's Work in Suppressing Cocaine Sales Indorsed—Handsome Examination Rooms for the Board—Northwestern Alumni Dine.*(From our Regular Correspondent.)*

CHICAGO, November 5.—The quarterly meeting of the Chicago Retail Druggists' Association, which took place in one of the lecture rooms of the Northwestern University School of Pharmacy, was well attended. The minimum price-list was discussed and the general opinion was that no differential should be given to any district or class of dealers, and that the scale should be based on the popularity of the goods instead of adopting a flat price for all goods listed at a standard figure. The object is to cater thus to public sentiment by having a flexible system of price making. The Executive Committee was empowered to promulgate the schedule. Dues for the year were fixed at \$10. Thomas Voegell, of Minneapolis, a member of the National Executive Committee, made an address.

BODEMANN INDORSED.

The following resolution was passed:

Whereas, The druggists of the State of Illinois are practically unanimous in their desire that the cocaine evil should be stamped out; and

Whereas, It was largely through their efforts that the present cocaine law was enacted; and

Whereas, We feel it our duty to aid in every way in the enforcement of said law and the upholding of those upon whom devolves the work of such enforcement; and

Whereas, In the fearless discharge of his duties as president of the State Board of Pharmacy, William Bodemann has incurred the hostility of certain retail druggists who have sought to evade the law, and has been wrongfully accused of soliciting bribes and otherwise maligned; therefore be it

Resolved, That the said William Bodemann has the unanimous indorsement and support of the members of the Chicago Retail Druggists' Association; that he is entitled to and has our utmost confidence, and that we resent any imputation against his honesty and integrity.

Resolved, That the thanks of this association are due Mr. Bodemann for his self-sacrificing devotion to duty in this fight for the stamping out of the cocaine evil—a fight in which he represents the entire respectable element of the profession; and be it further

Resolved, That the Chicago Retail Druggists' Association, representing practically all the druggists in Cook County, wishes to express its deepest appreciation to the Hon. Richard Yates, Governor of Illinois, for standing by the State Board of Pharmacy in their enforcement of the law without fear or favor.

Resolved, That a copy of these resolutions be sent to Governor Yates and to each of the Chicago papers, with the request that they be published, as we feel it is right we should go on record as bitterly opposed to the illegitimate sale of cocaine and as upholding the State Board of Pharmacy in its present fight against this evil.

THE BANQUET OF THE ALUMNI ASSOCIATION

of Northwestern University School of Pharmacy, which took place at the Sherman House October 23, was well attended and a number of excellent speeches were made. The meeting was called to order by Harry Kahn, president of the association, who introduced the various speakers. Among the speakers were the following members of the faculty: Raymond H. Pond; Dr. H. Gordin, Theodore Whittlesey, David C. Eccles and the dean, Dr. Oscar Oldberg. Thomas V. Wooten, secretary of the N. A. R. D., was then introduced. He advised that every effort be made to extend the influence of the alumni organization. There was considerable discussion regarding the constitution and by-laws, and the following Committee on Revision was finally appointed: Thos. V. Wooten, Oscar Oldberg, B. C. Piper, J. W. Hoover, N. J. Pritzner, J. J. Erickson, H. E. Erickson. The annual election resulted as follows:

President, Thomas V. Wooten.

First Vice-President, Judson W. Hoover.

Second Vice-President, J. Elliott.

Third Vice-President, W. L. Barnum, Jr.

Secretary, Miss B. C. Piper.

Treasurer, W. A. Miner.

Trustees: J. J. Montgomery, J. J. Gill, Dr. H. Kahn.

The problem of the new constitution will be taken up at the next meeting, December 4. So much enthusiasm was shown



Allen R. Fellows.

General Manager of the Searle & Hereth Company, Chicago.

Allen R. Fellows' first appearance in the drug business was as a boy in the employment of Morrison, Plummer & Co., with whom he remained 11 years. He then spent eight years with Hartz & Bahsen, of Rock Island, Ill., and, returning to Chicago, accepted a position with Humiston, Keeling & Co., where he remained for four years, leaving them to become manager of the growing house of Ross, Flowers & Co. When the business of this concern was purchased by the Searle & Hereth Company Mr. Fellows became identified with the consolidated company, and the fact that he had been with them only four months when he was given the responsible position of general manager is the best evidence that he has proven a wonder worker for the house. Besides being general manager, Mr. Fellows is second vice-president of the company. He is not only an efficient business organizer, but is very popular personally, and has many friends throughout the drug trade both in and around Chicago. It will be remembered that Mr. Fellows was the moving spirit in a very active plaster war, which first brought the name of Ross, Flowers & Co. prominently before the general drug trade of the United States.

that it is believed the organization will hereafter show much greater activity.

THE STATE BOARD OF PHARMACY

has moved into its new rooms in the Hampden Building, at Thirty-ninth street and Langley avenue. The rooms are now being fitted up with Flemish oak tables and chairs, prescription counters and identification tables. Members of the board believe they will have one of the best appointed places of the sort in the country when all the fittings are in place. The room for written work accommodates 160 at one sitting. In former years classes of only 30 could be handled at a time, and it took ten days to get through with 150 applicants. There will be a great reduction in time hereafter and a consequent decrease in expense.

CHICAGO NOTES.

John Kraker, manager of the Gallatin Drug Company, of Roseman, Mont., was in town recently buying new stock.

J. W. Crain has sold his store at 4733 North Clark street, Rogers Park, to H. A. Thompson.

A. R. Bremer, proprietor of the Coke Dandruff Cure Company, has been in New York for three weeks on business connected with his preparations.

R. S. Clower, manager of the Hume Pharmacy, Houston, Texas, is in Chicago distributing large orders with the jobbers and pharmaceutical houses.

H. B. Patterson, formerly a salesman for Lord, Owen & Co., is now representing Morrison, Plummer & Co. in one of their city territories.

R. H. Miller, of Algona, and John F. Carey, of Webster City, were two Iowans who made trips to Chicago wholesale houses recently.

Peter Van Schaack, accompanied by his wife and her sister, Mrs. Hibbard, will leave soon for California, to be gone six months.

E. C. Arno, formerly in business at Twenty-second street and Wabash avenue, has opened a new store at Dubuque, Iowa. He has bought a big stock here.

An entertainment *à la Bohème* was arranged by the Board of Managers of the Chicago Drug Trade Club for October 22. The programme included several attractive features.

W. H. Hyde, of the Abner Royce Company, of Cleveland, came to us in October soliciting orders for perfumes. He tells us he returned East much satisfied with his maiden effort in this locality.

Frank L. Cook, who looks after the Wisconsin trade for Sharp & Dohme, was in Chicago last week for a conference with the local manager, Charles E. Matthews. Mr. Cook has headquarters in Milwaukee, and is one of the highest-priced missionaries on the pay-roll of any pharmaceutical house.

Frank E. Kirby, vice-president of the Morgan Drug Company, of Brooklyn, has been in Chicago for the past three weeks doing some work on Palmer's Skin Success. Mr. Kirby is a member of the Chicago Drug Club, and is making a great many friends in the West for his firm and himself.

O. G. Bell, president and general manager of the Norwich Pharmacal Company, of Norwich, N. Y., is in town for a review of the year's business and a talk with Local Manager Arthur M. Wisner. Mr. Bell has been to St. Louis and Kansas City; and will return East this week much satisfied with the business his company has secured in the West.

G. W. St. Clair has resigned his position with Johnson & Johnson, and will engage in the brokerage business in Chicago. He will have offices at 81 Clark street. Alex. Harris is now monarch of all he surveys, and will have charge of both the wholesale and retail trade here since Mr. St. Clair has embarked in a new line.

The meeting of the Alumni Association of the Northwestern University School of Pharmacy September 25 was adjourned until October 23 at the Sherman House, dinner being served to the members. The school is in a flourishing condition, and the alumni, who are proud of it, are working to secure the names of new students.

The Gallatin Drug Company are opening a new drug store in Bozeman, Mont., and J. L. Kraker, a Chicago product, will be president. Mr. Kraker is a graduate of the Northwestern College of Pharmacy, class of '95, and his business and pharmaceutical education was obtained in this city. He was for a number of years employed at the pharmacy of M. F. Thometz.

W. F. Williams, who looks after the interest of Gray's Glycerine Tonic Company in the West, has just returned from a successful trip to Minneapolis and St. Paul. Mr. Williams is one of the best detail men on the pay roll of any pharmaceutical house and is an earnest and conscientious worker, commanding the respect of the medical profession.

John Blocki & Son, perfumers, who have been located at 56 Fifth avenue for ten years, have leased the entire building at 189 Michigan avenue, which they will occupy April 1 next. The building is now occupied by Madam Yale, who, we understand, is to move to New York. Mr. Blocki has a lease on the building for five years, and this will be the only retail perfume store in Chicago.

Registered in Illinois.

At the examination held by the State Board of Pharmacy in Springfield, October 13, 1903, the following passed as registered pharmacists and assistants:

Registered Pharmacists—L. F. Croshardt, Beardstown; W. C. Foster, Colchester; W. B. Hattenhauer, Streator; C. L. Hollister, Jerseyville; J. Hoyer, Chicago; E. J. Karlivsky, Chicago; C. R. McDougall, Chicago; L. H. McMillan, East St. Louis; A. J. Richards, Springfield; A. M. Rigg, Macomb; T. B. Shaffer, Oneida; F. A. White, Farmington.

Assistants—A. W. Armstrong, Dwight; F. A. Blue, Rockford; G. M. Foster, East St. Louis; J. E. Rogers, Gilman;

W. E. Snider, East St. Louis; A. L. Wangler, Chicago; C. J. Walker, Chicago; S. J. Williams, Macomb.

The next meeting of the Board for examination will be held at 146-148 East Thirty-ninth street, Chicago, on November 17, at 9 a.m.

The following instructions to applicants for examination were adopted by the Board April 15, 1903:

All applications, affidavits and other documents pertaining thereto must be on file in the secretary's office, Springfield, Ill., at least five days before the examination for which the application is made. Any such papers received less than five days before the date of any given examination will not be considered until the next following meeting of the Board.

If an application is in any way questionable, or if the Board desires more information, the applicant will be notified to appear before it at its business meeting on the day before the examination, when his case will receive due consideration. Under no circumstances will any such case be considered on the day of examination.

All must be present on the day of examination at roll call 9 a.m. After the roll has been called the doors will be locked. Any one detained by circumstances beyond his control, such as a railway accident, will have the privilege of presenting his case to the Board at a special meeting to be held immediately after roll call. Failure of any employer or fellow clerk to relieve on time will not be considered as a valid excuse.

Any candidate having failed, and desiring to take another examination, must so notify the secretary at least five days before said examination, otherwise he will not be admitted.

Address all communications to L. T. Hoy, secretary, Springfield, Ill.

Trade Paper Advertising.

There is no exaggeration in the claim that the trade journal provides the cheapest and most effective means of introducing an article. Every day experience makes it good; but this is not to say that the average merchant who is well stocked is going to buy immediately because he has seen an advertisement which interests him, nor that he will do more, as a first step, if he needs goods of the class advertised, than to submit the usual inquiries for samples or further information which, if found satisfactory, will justify his taking up with a new thing.

The desirability of keeping an advertisement continuously before the trade is obvious. Goods already well known are kept to the front in this way, and perhaps the most liberal advertisers in trade journals are manufacturers who have nothing new to offer, but who appreciate the importance of competition, and who will not permit competition to obscure, by their own neglect of advertising, the merits of the goods they offer.

To establish the sale of a new article, though aided by the intelligent recognition of novelty and improvement on the part of the retail merchant, surely calls for patience and liberality in dealing with the organs devoted to trade announcements, but which is justified by results, as the success of well-conducted trade journals makes abundantly manifest.

And as a class of publications, taught by their own interests, trade journals do excellent service to their advertisers by their fair and moderate presentation of information in their reading columns.

In short, they do everything but show the goods offered for sale in the store of the retailer, and at a reasonable price charged exclusively for advertisements.

Well conducted trade papers preserve their independence; they haven't a line of reading space on sale. They make no pretensions to do more than we have stated, but they do it well, with results to all concerned which are remunerative, provided what is offered is meritorious and a reasonable persistency maintained in placing it before the trade.—The Fourth Estate.

A Novel Method of Advertising a Novel.

A novel method of advertising a work of fiction is reported by the New York Times. A London publisher has issued a novel by a new writer, and the first 500 copies are dedicated to an imaginary person known as "Bill." Subsequent copies will bear on the fly leaf a dedication to the reader who praises the story in the most satisfactory manner. The Times' correspondent sees in this the beginning of a new form of advertising, for an author may announce that his latest book is ready for dedication, and invite tenders from those who wish the publicity. Eventually the fly leaves of a popular novel may become as valuable as some of the blank wall spaces of New York.—Printers' Ink.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, November 7, 1903.

MARKET conditions for the past two weeks have been characterized by considerable dullness, and the business results for the month of October are regarded as somewhat unsatisfactory. Not that the tendency of prices has been downward or in the interests of buyers, for most of the actual price changes are of a higher character and the tone of the market is firm. Some weakness has developed in cocaine in the European market, competition having already caused a decline of about 15 per cent. in their quotations, and holders here are consequently less firm in their views. Opium, too, shows a downward tendency, and the market for this staple is dull and weak at a decline of 5 cents from previous prices; the shrinkage in value has, at the same time, failed to aid the distribution and the market for opium is unsettled, though a reaction is likely to take place at any moment, since the statistical position of the article does not warrant a decline. Upon the basis of prevailing prices the market, as a whole, is steady in tone and the developments, except in a few instances already noted, have been unimportant, such fluctuations as have come to the surface being mainly within a narrow range. The condition of trade throughout the country is encouraging to the hope of an increased volume of business during the coming months. The following table shows the principal price changes of the period under review:

HIGHER.	LOWER.
Benzolic acid,	Cocaine,
Ginseng root,	Opium,
Senega root,	Silver nitrate,
Cotton root bark,	Caffeine,
Gum sandarac,	Beeswax,
Clove oil,	Sarsaparilla root, Mexican,
Cochineal,	Peppermint oil.
Carmine,	
Haarlem oil,	
Cantharides, Russian,	
Mandrake root,	
Celery seed,	
Canary seed,	
Anise seed,	
Japan wax,	
Yerba santa,	
Balm of Gilead buds,	
Prickly ash bark.	

DRUGS.

Alcohol is without further change, the range of the principal producers remaining \$2.45 to \$2.47, with the usual discount.

Alon is jobbing fairly and holders are maintaining their prices at the range of 35c to 40c, as to quality and quantity.

Arnica flowers are given very little consideration, though holders maintain their limits at 9c to 9½c for jobbing quantities.

Balm of Gilead buds continue in limited supply, and holders have advanced their limit to 45c to 47c, as to quality and quantity.

Balsam copaiba, Central American, continues in moderate demand, and values are well sustained at the range of 35c to 38c; first hands quote 45c to 47½c, as to quality, for Para.

Balsam fir, Canada, has strengthened a trifle since our last owing to restricted supplies, and quotation of the market is firmly maintained at \$3.15 to \$3.60. Oregon is almost out of market and quotations are largely nominal.

Balsam, Peru, is finding a good consuming outlet and values are well sustained at the range of \$1.05 to \$1.07½.

Balsam tolu is in improved inquiry, though actual sales have not averaged high during the interval, and prices are without change from previous quotations, or say 25c to 27c.

Barks.—Asu, prickly, is firmer owing to scarcity, holders now asking 15c to 18c. Bayberry is higher in consequence of light supplies and dealers now ask 15c. Pinus is scarce, both here and in producing markets, and 4c to 4½c is now named for jobbing lots. Cotton root has developed more firmness and recent sales were at 22c to 25c. Soap is still obtainable in a small way at 5¼c to 6c for whole; cut is firmer owing to light supplies, 7c being named for prompt delivery.

Benzolic acid is in improved position owing to some restriction in supplies, the revised jobbing quotations being 42c to 45c, as to quantity, though some holders still name 40c. The salts are correspondingly firmer and higher, dealers now quoting 43c to 45c for sodium benzoate.

Buchu leaves, short, sell in a small way only within the range of 21½c to 23c.

Cacao butter is firmer and fractionally higher in sympathy with the primary market, where prices have advanced. We quote the range for bulk at 28c to 28½c, and cakes in 12-pound boxes at 33c to 34c.

Caffeine reflects the influence of continued keen competition among manufacturers, and the pressure to urge business has resulted in a decline of 35c, the range now standing at \$2.65 to \$2.85.

Cantharides have strengthened a trifle since our last owing to strong cable advices from primary sources, and quotations are firmly maintained at 75c, though the outlet for stock is yet of a somewhat limited character.

Carmine has been advanced to correspond with the increased price of cochineal, No. 40 being now quoted at \$3.40.

Cocaine is weak and unsettled in the face of disturbing advices from European markets, where keen competition has lowered prices 15 per cent. While holders in this market decline to make concessions from the quoted range of \$4.00 to \$4.50, it is intimated that sales are making in a quiet way in some quarters at a reduction to \$3.75.

Cochineal has advanced materially during the interval owing to scarcity, the quotation for silver gray now standing at 50c to 55c.

Codliver oil, Norwegian, is finding seasonable sale in a light jobbing way, there being insufficient stock available to meet any heavy demand. The quotations for barrel lots and upward range from \$120 to \$145.

Cubeb berries continue dull and neglected and prices show a further decline to 7c to 8c for whole, and 10c to 13c for powdered.

Ergot has shown no action of special importance since our last, but may be said to be slow of sale at the new range of 45c to 50c, as to quality and quantity.

Grindella Robusta leaves have met with an active inquiry during the fortnight, and the position of the article has improved owing to reduced stock, with holders quoting 9c to 10c.

Haarlem oil has advanced a notch or two in the interval, the inside quotation having been raised to \$1.85, and some even declining to shade \$1.95, though one of the large importers still names \$1.80.

Cuttle bone, Trieste, is maintained steadily at 15½c to 16½c, but the demand continues of a rather limited character.

Lycopodium is in light supply and firmer, with Pollitz quoted at 58c to 60c, and unlabeled at 57c to 58c.

Menthol is a trifle unsettled and values are irregular. While some holders ask \$6.75 to \$7.00, sales were made during the interval at \$6.60.

Opium is yet in an unsatisfactory condition, the market having developed considerable weakness since our last. While not openly lower, quotations are less firmly maintained and sales have been made quietly down to \$3.15 for cases and \$3.17½ to \$3.22½ for broken lots. Powdered is also lower and offers in instances at \$3.70 to \$3.80, as to quality and quantity.

Prickly ash berries are in limited supply, and holders have marked up quotations to 15c to 18c.

Quinine has been in moderately active demand during the interval, and a fair amount of business has been transacted, despite the diverging views of prospective buyers and sellers. Some important developments in the quinine market may be looked for at no distant date in connection with the introduction of a new brand of Java quinine. The shipments of bark from Java during the month of October were unusually heavy, in fact, the largest quantity on record for any one month. As a result of these heavy shipments prices on outside quinine declined in the London market, but later recovered. In this market manufacturers' quotations are well maintained on the basis of 25c for bulk in 100-oz. tins, while second hands quoted 24c to 24½c for German and 23c to 23½c for Java.

Saw palmetto berries are in better supply and offer more freely at 10c.

Silver nitrate prices show a revision to a lower range in sympathy with a reaction in the value of the metal, manufacturers now naming 38¾c to 42¼c, as to quantity.

Wax, bee's, has eased off to 29½c to 30½c for ordinary pure and 31½c to 32½c for selected, in view of increased supplies. Japan is firmer and higher in sympathy with the primary markets, the limited spot supply being now held at 15½c to 16c.

CHEMICALS.

Acetate of lime has been in unusually good demand since our last, with the sales at .90c to .95c for brown and 1.40c to 1.45c for gray.

Acetic acid continues quiet, but the market appears steady at 1.80c to 4¼c, as to quality and quantity.

Arsenic, white, is held with confidence and strength, and sales are making within the range of 2.97½c to 3¼c, as to quantity.

Blue vitriol is firmer in sympathy with the upward tendency of copper, and 5c is named in a jobbing way.

Brimstone, crude, has received more attention of late, and values are well sustained at \$22.50 to \$24.00, the inside figure being for shipments and the outside for early arrivals.

Carb. ammonia is firm, owing to a slight scarcity, with the sales at 7½c to 8c in a jobbing way.

Chlorate of potash continues to offer at 7c to 7½c, but only a small jobbing demand is experienced, the trade necessities being momentarily light.

Cream of tartar is well sustained at manufacturers' quotations, or say 24½c to 25c.

Prussiate of potash, yellow, is under good control, with the limited available supply held at 14½c to 15c.

Sodium sulphide remains at 1½c to 1¾c, the inside price being required for quantity lots.

ESSENTIAL OILS.

Anise has ruled quiet since our last, but values on this and other Chinese oils are maintained with firmness, the sales during the interval being at \$1.07½ to \$1.15.

Bay has sold well in a jobbing way during the interval, and values are well sustained at the range of \$2.25 to \$2.60 for domestic and imported respectively.

Cajuput develops no action of any consequence. Only small lots are changing hands at 70c to 75c.

Camphor has sold actively in the interval and values are firmly maintained at the range of 8c to 10c.

Cassia is quiet, but prices do not yield beyond the point of 75c, and 77½c is asked for 80 per cent. oil; lower grades quoted 62½c to 67½c.

Citronella is firmer, in sympathy with foreign advices, but 22c to 22½c and 23c to 23½c are yet named for drums and cans respectively.

Clove is steadier in tone at the recent advance to \$1.30 to \$1.07½, the inside figure being for bulk oil, of which only a limited amount is available.

Lavender maintains its firmness in view of continued strong advices from primary sources, but quotations are unchanged at \$1.60 to \$2.25, as to quality and quantity.

Orange, sweet, is held with more strength, and recent sales have been at \$1.60 to \$1.65.

Pennyroyal is dull, but there is no urgency to realize at anything below \$1.05 to \$1.15, as to quality and quantity.

Peppermint has met with less attention since our last and is generally dull and lower, with bulk quoted at \$2.60, and H. G. H. at \$3.30 to \$3.35.

Spearmint is firmer, owing to diminishing spot supplies, and recent sales were at \$3.75 to \$4.00.

Wormwood is not inquired for to any extent, and holders offer more freely at the range of \$2.75 to \$3.25.

GUMS.

We have few new features of interest to report in this department. The demand for mucilaginous gums has continued fairly active and the volume of business up to the average, but no important price changes have come to the surface, with the exception of an advance in sandarac, which is now quoted at 17c to 18c.

ROOTS.

Belladonna, of the new crop, is reported to be abundant, but prices for old in this market are nominally unchanged, the sales being at 9½c to 11c, as to quality and quantity.

Bloodroot continues scarce and values are well sustained at the recent advance to 13c to 14c.

Golden seal is higher at primary sources, and holders in this market decline to shade 75c.

Ipecac, Carthagena, which underwent a decline in the early part, was restored to the previous range of \$1.25 to \$1.30 after some brisk trading. Rio is held and selling at the previous range of \$1.40 to \$1.50.

Lady's slipper has sold in a moderate jobbing way since our last at 18c to 20c.

Mandrake is scarce, and this, coupled with strong primary markets, has served to harden the views of holders, who now demand 10c.

Sarsaparilla, Mexican, is held with more firmness, and nothing now appears to be obtainable below 14c.

Senega is quiet, but the market is steady at the previous range of 75c to 76c for Northwestern.

Spikenard, which sold actively in the early part of the month, sending the price up to 13c, has quieted down somewhat, but sales are making in a jobbing way at the new quotation.

Unicorn root is in limited supply, and holders have advanced their quotations to 35c to 40c.

SEEDS.

Trade in this department is of rather limited proportions, but the absence of demand has not appreciably affected prices, and most varieties of druggists' seeds are maintained with strength and firmness. Italian anise is especially strong, the quotation for choice sifted having been advanced to 12c. Canary, both Smyrna and Sicily, are firmer and higher.

The intelligent co-operation which W. F. Young, of Springfield, Mass., extends to the readers of this paper has resulted in business for them. Any druggist who will take the trouble to write out a list of his neighboring horse owners and forward it to Mr. Young will confirm this by experience. A clever little booklet, entitled "How to Take Care of the Horse," will be sent to each name with the druggist's private imprint. The booklet contains a great number of formulas for the common ailments of the horse, and these of a necessity have to be made up by the druggist. This puts the druggist in touch with new connections which prove valuable to his business. Mr. Young is advertising in all the stock and agricultural papers of the country, and as a result is being constantly consulted about particular cases. When he writes his prescription he suggests that it be filled at the store of the nearest druggist carrying his line of remedies in stock. Any of our readers who are supplied with Absorbine and the other remedies of Mr. Young's line should make sure that they are on his list. If any doubt exists in the matter, a postal card addressed to him will remedy it.

Opportunities for Export Trade.



Exterior of Dr. J. W. Overton's Pharmacy in Aguascalientes, Mexico.

A SUCCESSFUL AMERICAN IN MEXICO.

WE publish in this issue four views of the "Drogueria and Botica Americana" of Aguascalientes, Mexico. This establishment was founded three years ago by Dr. John W. Overton as a retail drug store. One year ago the present quarters on the Plaza Principal were secured and a wholesale business established. Dr. Overton is a loyal American, whose love for "Old Kentucky" in particular and the United States in general has not been lessened by five years of residence in Europe and five in Mexico. He justly contends that American goods are better and cheaper than European, and by advertising and proving his claims has built up a large business, which extends to every State and Territory of the Mexican Republic. "Quick sales and small profits" is his motto; "Satisfaction guaranteed or money refunded" is his promise.

Dr. Overton carries a full line of Mallenckrodt chemicals, rubber goods, sundry instruments and patent medicines. He sells 20 gross of Dr. Richard's Dyspepsia Tablets and 10 gross of Ross' Life Pills a month. Listerine, Chamberlain's Remedies, Winslow's Soothing Syrup, Wizard Oil, Ayer's preparations, Florida Water (Lanman & Kemp), Tricoferos, Colgate's Soaps, Antikamnia, and many other American proprietaries are pushed. Dr. Overton says: "I sell more surgical instruments, rubber goods, cotton and American patents than any other house in the republic. I do this because I sell cheaper. Reasonable profits mean large sales. A "drogueria" in Mexico pays more rent in a month than I pay in a year, notwithstanding that I have 3,000 feet of floor space. Clerk hire is much cheaper in Aguascalientes, which city is the geographical center of the republic. I send twice every month some kind of advertising to every doctor and druggist in the republic. I also save money by insisting that goods be packed as I direct; for example, morphine, cocaine, paying a heavy duty, should be packed in tin—never glass—as all duty is by weight. When the American

manufacturer learns to pack goods as requested by the purchaser (which, by the way, is always done in Europe) the American trade will double and quadruple in Mexico. I always give willingly all information requested as regards packing, business conditions, &c., to American manufacturers, because every American article that gives satisfaction here helps me and every American manufacturer. Dr. Adrian de Garay, the distinguished professor of surgery in the National Medical School, and talented editor of the *Escuela de Medicina*, in a personal letter wrote to me: 'Many American articles are not only better than the European, but cheaper and require only to be known to find a ready sale.' And the doctor showed he meant what he wrote by buying a thousand dollars' worth of instruments from me for his private hospital."

German Chemical Industries.

In a report received by the British Board of Trade, the British Consul-General at Hamburg states that while there is no doubt that the remarkable development of the chemical industries in Germany is in a certain degree due to a judiciously arranged Customs tariff, the thorough training afforded by the many excellent State-aided educational establishments and the constant attention to the progress of chemical and physical science all over the world on the part of the technical staffs of German chemical factories, combined with a thorough business knowledge on the part of the commercial managers, have had an important share in placing the German chemical industry in its present predominant position. It appears that only in very few cases has the rate of dividend paid by 61 prominent works during the past three years declined; and, on the whole, the return has been comparatively high; thus the average rate for the 61 factories mentioned for 1902 was 8 3-10 per cent., while in the case of 24 factories it exceeded 10 per cent.

INDUSTRIAL MUSEUM OF THE CITY OF MEXICO.

An Industrial Museum is to be established in the City of Mexico under the charge of the Secretary of Colonization Industry. The museum is to furnish applicants, free of charge, with all the data it possesses about prices, places of production, producers, and freight on raw material, and with the data about manufacturers of machinery. Producers or manufacturers can, under certain regulations, place therein samples or catalogues for distribution. The library and services of translation of its catalogues will be free. The museum is to publish and distribute free its own catalogue of the raw materials on exhibition, giving the name of the material, name and address of the producer, place of production, quantity that can be produced, price at the place of production, cost of transportation to the nearest railway station, and the principal uses of the raw material.

The co-operation of scientific societies is invited, as is that



Surgical Supply Department in the Pharmacy of Dr. Overton.

of persons willing to contribute technical studies for publication as special bulletins. The museum will undertake the analysis or technical examination of raw materials, according to agreements reached with those desiring this service. It will not, however, undertake commissions between producer and purchaser, only putting them in touch with each other.

The plan of putting on exhibition, in connection with foreign consulates, collections of raw materials, etc., from Mexico, which has recently been inaugurated, will be continued under the direction of this museum, which will also have charge of Mexican exhibits in foreign expositions.

The objects and plan of the museum are officially set forth as follows:

"1. To collect samples of the mineral, vegetable and animal raw materials which are found in the country, to be supplied by their producers or exploiters, together with all the data possible concerning their use, regardless of whether the materials



Dispensing Counter in the Pharmacy of Dr. Overton.

can be employed in domestic or in foreign industries. These samples will be kept on exhibition permanently.

"2. To place beside each special series of raw materials pictures showing the manufactures to be made therefrom, both in the domestic and foreign markets where they are consumed, and lists of the commission merchants and commercial houses which handle these manufactured products.

"3. To make geographic charts of the Republic, showing, by means of conventional colors, the sections of the country where the various groups of raw materials are cultivated or produced.

"4. To have on exhibition a map of the Republic, which shall always be kept up to date, and on which shall be indicated with exactitude the various transportation routes—maritime, river, etc.

"5. To collect data, for the information of the public, relative to the rates of freight from the place of production to any point in the country or abroad, and also the customs duties which the raw materials pay upon importation into any country which consumes them.

"6. To establish in the same quarters a 'technological library,' containing the most minutely specialized catalogues, with their prices, of the principal factories of all nations, and especially of the manufactories of the machinery employed in converting the raw materials produced by this country into the best finished products. This library is to be kept up to date—that is to say, pains will be taken to secure continuously the last editions of every catalogue. The classification to be adopted shall be practical and one admitting of easy consultation."

To Make Pepsin in Mexico.

The North American Beef Company have been granted a concession by the Mexican Government authorizing them to build and operate two meat-packing establishments, one in the city of Uruapan, State of Michoacan, and the other at a point



Soda Water Fountain in the Pharmacy of Dr. Overton.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, NOVEMBER 23, 1903.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

68-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. B. KELLIOTT, President.

CASWELL A. MAYO, Ph.G.,.....Editor.

THOMAS J. KEENAN,Associate Editor.

ROMAINE PIERSON,.....Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries.....3.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 68-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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WILLIAM MATTHEW WARREN.

IT is with a sense of almost personal bereavement and a feeling of sorrow which we are sure will be felt by a host of his friends and acquaintances in the various branches of the drug trade that we record the death in promising early manhood of William M. Warren, the general manager of Parke, Davis & Co.

Three months ago Mr. Warren was attacked with a fever which confined him to his bed for several weeks, stubbornly resisting treatment. Recovering somewhat he went to Atlantic City, N. J., and to Hot Springs, Va., to regain health and strength, and his convalescence progressed so favorably that late in October he started back for the scene of his activities in Detroit. In the Pullman car, while nearing home, he was seized with an attack of acute indigestion, sudden in its appearance and extremely painful in character, which caused him to fall to the floor. It is now known that the shock of this fall awoke into reality a slumbering spinal trouble, which had been the cause of the fever which affected him three months earlier. This was ten days before his death, and from then on he grew steadily worse, notwithstanding the fact that he received every attention which the best skill and care could bestow. An operation was performed by an eminent orthopædic surgeon, but this served only to show the hopeless character of the case. He gradually failed, and death ensued on Wednesday evening, November 11, from cerebro-spinal meningitis.

Through Mr. Warren's death the drug trade loses one of its few real "captains of industry." Beginning at the lowest round of the ladder, Mr. Warren reached the highest position in the gift of Parke, Davis & Co. at the remarkably early age of 32, and during his short administration of seven years had greatly increased the business, and had carried the banner of this great house to the furthest corners of the globe. He had just crossed the threshold of a brilliant and useful career, and his death seems a sad and a great calamity.

THIS MEANS BUSINESS.

AN important step in the direction of controlling prices on proprietary medicines and suppressing the cut-rate evil was taken at the special meeting of the Proprietary Association of America held in New York a week or so ago, and reported in full in this issue. At this meeting the leading proprietary medicine manufacturers gave unmistakable proofs of their willingness and desire to aid the price maintaining members of the retail drug trade in their efforts to bring about better conditions through the regulation of prices. They fulfilled their

pledge made to the National Association of Retail Druggists at the Washington convention by settling upon a definite plan to cope with cutters. The manufacturers, members of the association, will financially support an information bureau, and on evidence gathered and presented by this bureau will undertake to discipline any dealer who persists in demoralizing the trade of his vicinity by underselling his neighbors. Several of the proprietors have agreed, as told in our story of the meeting, to enforce certain price schedules on the articles manufactured by them, and a large sum has been already pledged to put this plan into effect without delay. In this way the manufacturers are actively co-operating with the N. A. R. D., not in theory as in the past, but in fact, and good results should soon be manifest, particularly in the larger centers.

AMERICAN TRADE-MARKS IN CUBA.

UNDER the proposed reciprocity treaty with Cuba a reduction of 30 per cent. is to be made in the tariff on drugs, etc., exported into Cuba from the United States, and with this impetus to trade we feel confident that the American manufacturers of pharmaceuticals and proprietary goods will soon build up a large and profitable trade.

It is to be hoped that the efforts of the United States Government on behalf of American trade will include a plan to remedy existing conditions in Cuba regarding trade-marks. It is a notorious fact that shrewd and unscrupulous men have availed themselves of the Cuban trade-mark law to fleece American proprietors, and our Government should see to it that this practice is made impossible. As pointed out by Charles H. Camp, in his report as chairman of the Committee on Trade-Marks to the National Wholesale Druggists' Association at the Boston meeting, a systematic business of pirating trade-marks is going on there and we are informed that there is but little remedy. Several well-known makers of proprietary remedies have found it necessary to purchase from these pirates the Cuban rights to their own trade-marks. Here is a field for action on the part of the new Department of Commerce and Labor which should yield results of good value to American manufacturers of trade-marked articles of all kinds, both in and out of the drug trade.

It is true, of course, that Cuba is no worse in this respect than some other countries, but in view of our intimate relations with Cuba it is highly desirable that adequate protection be obtained there for commercial property.

Some idea of the damage inflicted upon American manufacturers may be gained from the following quotation from the report of Mr. Camp, above referred to, covering the case of the California Fig Syrup Company and its experience with a German trade-mark pirate of the same type:

The man in Germany who first registers a trade-mark, obtains the right to it even as against the man who originated it, and who has made it a thing of value. In other words, the right in Germany is conveyed by the registration, and the man who gets there

first and has the Government put its seal upon it, obtains the title to the trade-mark, regardless of the fact that all there is of value to it has been the result of another's labor. A merchant resident there who had been supplied for years by the California Fig Syrup Company with their product, registered that company's trade-mark there as his own. The company learning of this demanded the retransfer of it to them. He refused, except upon payment of about \$12,000. The company consulted their attorney and brought an action to have the registration canceled. The lower court decided that, though the merchant may have acted "dishonorably," he had not acted "dishonestly" within the meaning of the German statutes, and gave judgment for the merchant. On appeal to the Prussian Supreme Court, the court decided in favor of the company, and ordered the registration canceled. There was an appeal from this decision to the German Imperial Court, which decided that the German appropriator had acted entirely correctly, and that he had not been guilty of any impropriety whatever, "inasmuch as the Imperial trade-mark law not only does not forbid such conduct, but actually encourages it." The theory of this is that the law expects every owner to register his mark within a reasonable time.

With such conditions confronting us both in Cuba and in Germany, the prating of Commissioner of Patents Allen about "treaty obligations" sounds like the merest drivel. No treaty which ignores or permits such gross violations of common honesty should be permitted to start, but should be at once either abrogated or amended so as to do away with such gross injustice.

DANGER IN CHEAP THERMOMETERS.

IN nearly every drug store there will be found clinical thermometers the use of which would be positively detrimental since it would be misleading. There is a great temptation for the dealer to handle cheap lines of goods, and a great many persons in buying thermometers insist upon getting something inexpensive in view of the fact that they do not expect to have much use for it. It is the province of the pharmacist, however, to point out to economical customers that the cheap clinical thermometer is worse than useless. Observation has shown that the results registered by cheap thermometers vary as much as two and one-half degrees, a variation sufficient to entirely mislead the physician with a possibility of most serious results to the patient. There is, moreover, not the least excuse for the sale of such thermometers since the profit made on the cheaper kinds is certainly not more and is probably less than the profit to be made on thermometers of a higher class, while the use of a cheap and unreliable thermometer may jeopardize the life of the patient. This is a point on which the pharmacist is in duty bound to carefully instruct both the physician and the public, and when once the purchaser understands the grave danger involved in the use of a cheap, unreliable thermometer the druggist will have no difficulty in selling him a better grade of goods even if the price is considerably higher. The only safe clinical thermometer is one which has been accurately tested, and the action of which is certified to by some trustworthy and competent person.

[Written for the American Druggist.]

SAMPSON REED,**Emerson's Swedenborgian Druggist.**

BY JAMES O. JORDAN, PH.G.

Boston, Mass.

AN item in a recent issue of the *Chemist and Druggist* under the caption, A Swedenborgian Druggist, is responsible for this plunge into history, partly modern, but tinged with the ancient, and which brings to light an interesting personality.

Sampson Reed was born in Bridgewater, Mass., June 10, 1800, where he lived till 1814, spending a part of his boyhood in working on his father's farm. He was prepared for college by his father, who was a clergyman. In 1814 he entered Harvard University, and was graduated in the class of 1818 with high honors. After leaving college he spent almost three years in the theological school at Cambridge, but during that time he became firmly convinced of the truth of the doctrines contained in the work of Emanuel Swedenborg, and relinquished the idea of preaching, as the small number who believed in that system at the time precluded all prospect of success in that field.

At that period he was (to quote from a letter written in 1864) "entirely destitute of means and was under the necessity of seeking some other occupation for a subsistence." He at first taught school in Boston, but meeting with little success this venture was abandoned. Then he turned his attention to medicine, but owing to the condition of his finances this, too, was given up. Upon his own statement he had "a slight acquaintance with William B. White," an apothecary in Washington street, near Franklin, Boston, with whom, upon application, he secured a position. He remained with Mr. White nearly three years for a sum barely sufficient to pay necessary expenses. He then commenced business for himself on Hanover street, and presumably not on a very grand scale, for he had no other aid than a temporary loan of \$900. He formed the partnership of Lowe & Reed, and the firm had an opening which would be discouraging at the present time. They sold on the first day one stick of liquorice for 1 cent. The business was later moved to Merchants' Row, then to Chatham street, where the firm name was Reed, Wing & Cutter, then it was Reed & Cutter, of India street, and then Reed, Cutter & Co., of Broad street. Mr. Reed continued in business till 1861, when, having amassed what was in those days a competency, he disposed of his interest in the last named firm to his son, Thomas. This house, established by Mr. Reed, finally became Cutter Bros. & Co., and remained as such till about two years ago, when it was merged with the Eastern Drug Company.

Mr. Reed was active in public affairs; he served four years as a member of the School Committee of Boston, two years as an alderman, a member of the Constitutional Convention in 1853, and in 1854 was chairman of the Finance Committee, House of Representatives.

He was untiring in his devotion to the cause of Swedenborg, and despite his active life found time about 1828 to write his "Observations on the Growth of the Mind." This work found many readers, and was the object of much notice and thought from the literary leaders of that day. It was written in the intervals of business. Although differing theologically from Mr. Reed, Ralph Waldo Emerson held the work in high esteem,

and in 1834 he wrote to Rev. James Freeman Clarke, "Have you read Sampson Reed's 'Growth of the Mind?' I rejoice to be contemporary with that man, and cannot wholly despair of the society in which he lives." Later Emerson sent a copy to Carlyle, describing it as "the little book of my Swedenborgian druggist of whom I told you." Carlyle replied, "He is a faithful thinker, that Swedenborgian druggist of yours, with really deep ideas, who makes me, too, pause and think, were it only to consider what manner of man he must be." In answer Emerson wrote, "As you like Sampson Reed, here are one or two more of his papers. Do read them." Carlyle later asserted that he had been taught much by "a little book, by one Sampson Reed, of Boston." Japp asserts that he is of the opinion "that this little unambitious book . . . had some share in building up the genius of Emerson," and asserts that the latter "efficiently developed and applied what Reed had only suggested." In 1886 the work had passed through seven editions in this country, and at least two in England.

He was a contributor and for several years editor of the *New Jerusalem Magazine*. The *Children's New Church Magazine* was also under his editorship for a long term of years. He delivered an address before the Boston Society of the New Jerusalem in 1841, and in 1865 a discourse upon the occasion of the funeral obsequies of President Lincoln. In 1859 he lectured upon "Swedenborg and His Mission." These addresses were published, the latter going through two editions.

Mr. Reed took a commendable interest in class affairs, and was influential and helpful to his college masters, and by them was held in high esteem. There is no record of any meetings of his class till 1849, but after that period several meetings were held at his house. Concerning one of these meetings, one of his classmates who could not attend wrote to the class secretary: "There is no member of the class of whose hospitality it would give me greater pleasure to partake than his." Another, "regrets exceedingly, not being able to attend, as he holds my highest estimation for his friendship and worth." As evidence of his kindness to his classmates may be noted the letter of one of them (who returned to Boston in 1833 in ill health) in the class records at Harvard University, "For a year or more I was employed as book-keeper in the wholesale druggist and importing store of our classmate Reed, of the firm of Lowe & Reed." This gentleman subsequently studied for the ministry, doubtless assisted in his ambition by Mr. Reed.

Mr. Reed died in Boston, July 8, 1880. He was a man of much energy and force of character, one who when he had made up his mind of the right, acts according to his views. Of intense industry and application he found time from business cares to devote to literary and public work. As a writer, who can predict the position he might have attained had the conditions been such that he could have developed his own suggestions instead of having, as Japp avows, Emerson do it for him?

Siccals of oils are solid preparations formed of oils with magnesia and glycerin. A siccol of castor oil, for instance, consists of 100 Gm. of the oil mixed gradually with 30 Gm. of light magnesia; 30 Gm. of glycerin stirred into this, and afterward the same quantity of water added. This mixture thickens and dries, and may then be pulverized. The temperature most favorable to rapid hardening is 60 to 70 degrees C. In the reaction a glycerate of magnesium is supposed to be formed, which is capable of fixing oils; the oils, however, are readily extracted with ether.

[Written for the American Druggist.]

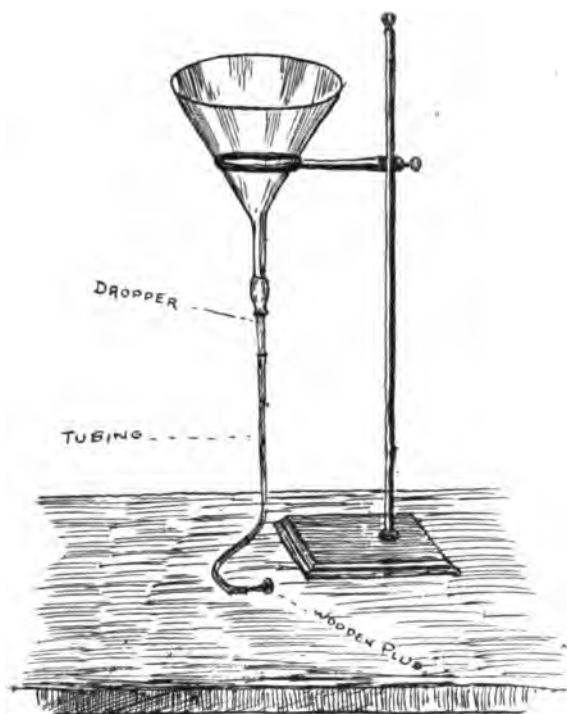
INGENUITY IN THE BACK SHOP.

BY R. H. THOMAS.

THE druggist who does any considerable amount of home manufacturing finds frequent opportunity for the invention of handy labor saving devices. A bottle filler can always be used. The kind that are bought ready made are of tin and shaped like a funnel with a handle attached. A plug being fitted in the neck of the funnel with a wire and spring attached, by pressing a lever with the thumb the plug is raised, and the liquid allowed to flow out. The flow is stopped by simply releasing the lever.

Realizing that funnels of tin should not be used in the laboratory at all—acids and tin being generally incompatible, and with something more practical in view entailing little expense, I recently constructed a bottle filler of my own which I shall describe.

Taking a glass funnel, an ordinary eye dropper and a piece of rubber tubing such as used on a nursing bot-



Home-Made Bottle Filler.

tle, after breaking the small glass point off the dropper I attached the tubing over the glass tube, then cut the tip off the bulb and fastened it over the neck of the funnel. A small wooden plug inserted in the end of the rubber completed the apparatus.

Constructed in this simple fashion the bottle filler is prepared for use, as shown in the accompanying cut. Placing the funnel in a filter rack and filling it with the liquid to be transferred to the bottles, the tubing is grasped near the end between the thumb and forefinger of one hand, the plug removed with the other, the tube then inserted in the bottle and the pressure released. When the bottle is full, the pressure is again applied either by means of the thumb and forefinger or with a wire pinch cock, and the operation repeated until all the bottles are filled. This is a cleanly method of filling bottles by which loss is avoided. The apparatus, of course, is not adapted for heavy liquids like castor oil or glycerin, for which a pump apparatus should be used.

Another laboratory economy can be effected by the utilization of broken graduates. As a general thing broken glass graduates find their way to the refuse heap,

when, by the exercise of a little ingenuity, they could be made fit for use again.

To repair a graduate that has had its bottom broken off, take the cover of an ointment box, lay it on a flat surface, set the graduate in this and fill in with plaster of paris. When the plaster has set, the graduate is again fit for use. Sometimes glass graduates are cracked their entire length and fall apart. Such breaks can be repaired by placing a stout rubber band around the top near the lip and one at the bottom of the graduate. I have patched up graduates after this fashion and used them for six years and they seem good for a long time yet.

THE RAPID DETECTION OF CURCUMA IN POWDERED RHUBARB.¹

BY GIOACHINO GRIGGI.

There are but few available tests for the detection of curcuma in powdered rhubarb, an adulteration which is more frequently met with than is generally supposed. The few tests which are recommended are not always as trustworthy as they should be, as I have found recently in studying this question in connection with an examination of some samples of powdered rhubarb.

The Pharmacopœia (of Italy) is, as in so many other cases, as dumb as a fish as regards this matter, although the Swiss Pharmacopœia (Edition iii, p. 226) gives a special process for determining the presence of curcuma, based upon the well known action of boric acid upon curcumin which had been previously fixed upon filter paper after extraction with an ether-chloroform vehicle. The methods of Howie (A. Castoldi, Reattivi e Reazioni, p. 108) and of Adam Jawerowsky (*Boll. Chimico Farmaceutico*, 1898, p. 619) are in a measure based on the same process.

The mode of procedure is as follows: Gm. 1 of the powdered rhubarb under suspicion is mixed accurately in a mortar with Gm. 0.10 of finely powdered boric acid. The mixture is placed in a porcelain capsule with a flat bottom and is moistened with Gm. 9.6 of dilute sulphuric acid. The capsule is placed over a Bunsen flame, with a wire net over the burner, and is heated moderately, the pulp-like mass being in the meanwhile well stirred with a glass rod.

Pure rhubarb under this treatment does not show any changes except that it grows slightly darker in color, this dark brown tint becoming more marked and verging upon grayish as the heating is prolonged, until finally the rhubarb undergoes torrefaction and acquires, as the Spanish Pharmacopœia has it, "the characteristic leopard color of toasted rhubarb."

On the other hand, rhubarb which is sophisticated by means of curcuma assumes gradually with the application of heat a beautiful dark reddish-purple color, which is the more intense the more of the adulterant powder there is in the sample. This purple color is explained if we remember that curcumin, the coloring principle of curcuma, is changed by the method described into the so-called rosocyanin of Schlumberger (F. Selmi, *Enciclopedia Chimica*, Vol. v, p. 374), a crystalline powder of a beautiful reddish-purple color.

If the mixture be moistened with a dilute solution of ammonia before the capsule cools, and if the powder is pure rhubarb, it will assume the characteristic color which rhubarb takes on in the presence of alkalies. If, however, the powder is sophisticated with curcuma, the rosocyanin which had been obtained in the first part of the test, in the presence of alkalies, will assume a transient blue color and after a short time will turn to a dirty gray.

¹ Translated for the AMERICAN DRUGGIST from the *Bollettino Chimico Farmaceutico*, for September, 1903.

FERRIC CHLORIDE AS A REAGENT FOR TARTARIC, OXALIC AND CITRIC ACIDS.¹

BY L. ROSENTHALER,
Strassburg.

IN the course of an investigation on Fehling's solution, which will be published later on, I noted that this solution, after having been neutralized with hydrochloric acid, gave a yellow precipitate with ferric chloride when the latter was added in great excess to the heated fluid. I was able to prove the very apparent supposition that this precipitate was a tartrate of iron, by decomposing it with sodium hydrate and boiling. On the other hand, I could not find in the literature at my disposal any statement to the effect that ferric chloride was a very useful reagent for tartaric acid.

If a solution of ferric chloride is added, drop by drop, to a hot watery solution of a neutral tartrate, a yellow amorphous precipitate is seen at once in the spots where the drops fall, and on the addition of a sufficient amount of ferric chloride this precipitate is thrown down completely. This precipitate occurs in solutions of one-tenth of 1 per cent. of sodium tartrate. It is easily removed by filtration, and is easily soluble in hydrochloric and sulphuric acids, but with difficulty in acetic acid. It is also soluble in alkalis—*e. g.*, in ammonia, in sodium hydrate solution, and without the development of carbonic acid in solutions of sodium carbonate. On heating with the two last named solutions a precipitate of iron oxide is formed, and the process is hastened by the addition of alcohol.

Ferric chloride also gives precipitates with oxalates or citrates—it is true only in dilute solutions. In this way we can get a precipitate of the color of ferric oxide if we add one or two drops of ferric chloride solution to a one-tenth per cent. boiling solution of potassium oxalate. The analogous precipitate of sodium citrate is yellowish red, and does not occur in a 1 per cent. solution, or in more dilute solutions, while in the case of oxalate these still give the reaction. Further differences between the three acids are seen, when so much ferric chloride is added to their watery solutions that the acids are in excess. For example, if four drops of a 5 per cent. ferric chloride solution are added to 2 Gm. of a 25 per cent. solution of tartaric acid, a yellow color results, while the solution of

tions which resulted from heating Gm. 0.5 of the acid with five drops of a 5 per cent. ferric chloride solution. In my experiments with the neutral salts, I used 25 per cent. solutions to which I also added five drops of the same ferric chloride solution.

It must be assumed, in explanation of these reactions, that the three acids investigated form combinations with iron oxide, which cannot show the reactions of the inorganic iron oxides on account of the excessive dissociation—just as is the case in other organic iron salts. That these reactions take place in salts only after the addition of hydrochloric acid is easily understood. It remains to determine the composition of the precipitates which these acids give with iron chloride, and the possible uses of these reactions in quantitative estimations and separations.

LECITHIN AND ITS PREPARATIONS.¹

BY DR. E. LAVES.

LECITHIN is a doubly substituted phosphoric acid, one of the substituted elements being the glycerin ester of a fatty acid, the other an alcohol base—cholin. The consistency of lecithin, as well as its color, varies, according to the fatty acid which enters into the compound. Medicinal lecithin is prepared from the yolks of eggs, which in the dry state contain at least 17 per cent. of the substance.

The nerve substance and the white blood cells of the animal organism are especially rich in lecithin. Of the foodstuffs, milk, meat and grain contain lecithin, and it is also found in caviar, mushrooms, etc. Only a smaller part of this lecithin is, however, assimilated, for in cooking a great portion is destroyed. This is probably also the case in the customary sterilization of milk for infants.

Lecithin is decomposed in the intestines, its separate constituents—glycerophosphoric acid, cholin, and the fatty acids—being absorbed, while the lecithin, which is combined with albumen, is separated in the process of digestion.

Lecithin was introduced into the materia medica some years ago as the result of a series of experimental studies by French, Russian, German and Italian investigators. Among these may be named Danilewsky, Desgrez, Gilbert, Pawloff, Wassilieff, Zuntz, Kronheim and Müller.

Tables of Reactions.

SOLUTION OF FERRIC CHLORIDE +.			
Produces with—	Tartaric acid.	Oxalic acid.	Citric acid.
Ammonium sulphocyanide.....	Red color.....	Brown color.....	Red color.....
Potassium ferrocyanide.....	Blue color.....	Faint red color.....	Blue color.....
Iodine zinc starch.....	Blue color.....	No reaction.....	Blue color.....
Tinct. gualacum.....	Green color.....	No reaction.....	Green color.....
SOLUTION OF FERRIC CHLORIDE +.			
Produces with—	Tartrate.	Oxalate.	Citrate.
Ammonium sulphocyanide.....	No reaction.....	No reaction.....	No reaction.....
Potassium ferrocyanide.....	Grayish-violet turbidity.....	Green color.....	Yellowish-green color.....
Iodine zinc starch.....	No reaction.....	No reaction.....	No reaction.....
Tinct. gualacum.....	No reaction.....	No reaction.....	No reaction.....

After the addition of hydrochloric acid a red color also found in oxalic acid.

On addition of HCl, oxalic acid also gives slowly a blue color.

On addition of HCl, red color, least in oxalate.

On addition of HCl, Berlin blue color in all.

On addition of HCl, tartrate and citrate solutions become blue; oxalate, greenish blue.

oxalic acid prepared in the same way is light green and the citric acid solution brownish yellow. If the neutral salts be taken instead of the free acids, the solution of tartrate becomes brown, that of the oxalate green, and of the citrate, yellowish green. Some of the other reactions of the acids are given in the accompanying table. The experiments with the free acids were conducted with solu-

Pawloff showed that lecithin increased the secretion of hydrochloric acid in the stomach. That it promoted the retention of the phosphorous and nitrogenous compounds in the system, increased the number of red blood cells, and promoted appetite and general well being, was demonstrated by Danilewsky. These facts, first observed in animals, were confirmed in the case of nursing children by

¹Translated for the AMERICAN DRUGGIST from *Archiv der Pharmazie*, September 4, 1903.

¹Translated for the AMERICAN DRUGGIST from *Pharmazeutische Zeitung*, October 28, 1903.

Zuntz, Kronheim and Müller; in children three to six years old of backward development by Carrière; in tuberculous and nervous patients by Gilbert and Serrona.

In most cases the simplest and cheapest way to give lecithin is in the form of yolk of egg, but as this is not always practicable, and it is necessary to give lecithin subcutaneously at times, pharmaceutical chemists have worked in the direction of furnishing the physician with suitable preparations of the substance.

On account of the difficulty of preparing it in the pure state, only wholesale manufacturers can make such preparations on a commercial scale. Indeed, pure lecithins are now prepared by all the prominent firms. They are distinguished from the products of scientific laboratories by their lighter color and greater transparency. These differences are caused by the fact that most preparations in the market contain, in addition to traces of water, some solvent liquid, which is added for the purpose of preventing the development of rancidity in the product as well as its decomposition with the separation of free acid. This addition interferes with a clear solution of the product in oil, and lecithin oil made for hypodermic injections should be as clear and as free from acids as possible. The use of dry lecithin results in a more stable compound, especially if fat is an ingredient in the solution.

I think it is most practical to use a fat rich in lecithin, obtained from the yolk of egg, and containing from 20 to 70 per cent. of lecithin. The dry lecithin yields a clear oily liquid, which is suitable for hypodermic injections at room temperature, while the fatty product last mentioned is an ointment-like mass. Solutions in oil are easier and less expensive of preparation from yolk of egg than from pure lecithin, and it is possible accordingly by this means to employ lecithin in the treatment of poor patients. It is at the same time inadvisable to administer pure lecithin to patients, as the scratching sensation which it produces in the throat is very disagreeable.

Lecithin combined chemically with fat does not present this objection, and when the fat and free lecithin are perfectly isolated the preparation keeps for years.

The yolk of eggs contain large amounts of lecithin combined with albumen, which remains after the removal of the water and ether-soluble constituents, in the form of a lecithin-albumen, together with albumen, nuclein-containing iron and salts. It occurs as a white powder containing about 3 per cent. of phosphoric acid. This powder contains about 18 per cent. of lecithin, 12 per cent. of nitrogen and 6 per cent. of iron-containing ash. It is almost tasteless, and is easily and homogeneously miscible with fluids.

The albumen is not denaturalized in the process of separation. It is almost dissolved in 10 per cent. salt solution, and on heating it coagulates. It is easily digested by pancreatic juice.

All the good results that have been obtained with the use of lecithin can be expected also from this preparation, but, as yet, no investigations have been made as to this point.

Calumba Root as Substitute for Hops.—It seems that the use of other bitter substances instead of hops in beer is gaining ground. The following is quoted in the *Pharmaceutische Centralhalle*, October 1, 1903, from a market report of Bruckner, Lampe & Co.: "As the prospects for a good crop of hops in England are again bad, calumba root, with the present low prices, deserves attention. It is expected that there will be a great demand for this root as a substitute for hops in brewing."

NOTES ON SYRUP OF FERROUS IODIDE CONTAINING DEXTROSE AND THE ACTION OF DEXTROSE ON IODINE.¹

BY DANIEL BASE.

PERHAPS more has been written about syrup of ferrous iodide than any other pharmaceutical preparation. Nearly every volume of the Proceedings of the American Pharmaceutical Association contains some reference to it. A large number of experiments have been made to devise methods of preventing the decomposition of the syrup when in contact with the air, and various preservatives have been suggested, such as citric acid, sodium thiosulphate, hypophosphorous acid, glucose, etc. It seems that the syrup alone cannot be kept in partially filled bottles without turning yellow or brown except by exposure to direct sunlight, but this treatment, on the other hand, causes some other change in that the syrup gradually loses its green color, becoming almost colorless. It appears to be a settled fact that hypophosphorous acid, first suggested by J. F. Judge in 1876, is the best and least objectionable preservative. Four Cc. of the 50 per cent. acid to 1,000 Gm. of the syrup is sufficient, and such syrup keeps equally well in diffused light or in the dark. This acid has been suggested by the subcommittee on syrups of the Revision Committee of the U. S. P.

In regard to glucose as a preservative, considerable confusion exists in the literature as to its behavior and value, and also as to the form of glucose used, that is whether commercial glucose syrup or the solid so-called grape sugar. It might be worth while to recall briefly the experiments of some men and to comment on them.

Joseph W. England (*Amer. Journ. Pharm.*, 1888, p. 547) made experiments on the effect of glucose in syrup of ferrous iodide. He says, "If ferric salts in aqueous solution be slightly heated with glucose, especially syrupy glucose, they are quickly reduced to the ferrous state." Further on in the article we find the statement that "syrupy glucose is too powerful in its action;" that "a large quantity caused the precipitation of ferrous oxide, and a small quantity permitted both oxidation and precipitation. Recourse was then had to solid glucose, and this was found to be less reducing in its action, and, in proper quantities, capable of preserving the syrup intact without precipitation or decomposition." Two troy ounces of solid glucose were used in 1 pint, or about 20.5 troy ounces, of finished syrup—that is, about 1 pint of glucose in 10 parts of the finished syrup.

It is known that commercial syrupy glucose contains sulphite as preservative, or more probably as bleaching agent, since it is as colorless as water. H. W. Wiley states, in his "Agricultural Chemical Analysis," that sulphurous acid is used to bleach glucose. England does not state whether he examined his sample for sulphite, but it is very probable that sulphite was present, which would account for its "quickly reducing ferric salts." Watts' "Dictionary of Chemistry" states that dextrose in alkaline solution reduces ferric salts. England did not work in alkaline, but in neutral or possibly slightly acid solution, and it seems quite certain that the strongly reducing action that he observed was due to sulphite, especially since he found the solid glucose "to be far less reducing in action." Solid glucose is not likely to contain sulphite as preservative, since it is solid and dry, nor as bleaching agent, as it is considerably colored. A sample was tested² but did not show the presence of sulphite, while one of syrupy glucose did.

¹ Read at the annual meeting of the Maryland Pharmaceutical Association, July 15, 1903.

² The test can be made by warming a solution of the specimen with

To verify England's statements strong solutions of commercial solid glucose, Merck's C. P. dextrose and Eimer & Amend's C. P. dextrose respectively were warmed to about 80 degrees C. with a little ferric chloride solution, after an interval of about five minutes, the solution was diluted about five times and tested with potassium ferricyanide solution, when a not very deep greenish-blue coloration was produced. If considerable reduction had taken place a deep blue color or a blue precipitate would have been formed. On the other hand, syrupy glucose known to contain sulphite when treated similarly gave a marked deep blue precipitate at once. These facts would indicate that glucose of good quality has only a weak reducing action on ferric salts, and that if a specimen is found to have a strong reducing action, it is due to the presence of a foreign body, most likely sulphite.

The National Dispensatory, commenting on the use of preservatives of syrup of ferrous iodide, says, "The best results seem to have been obtained by using glucose in place of one-half of the simple syrup. G. H. C. Klie exposed syrup thus prepared in half-filled pint bottles to diffused daylight for months without noting any apparent change." Klie's work was presented to the Missouri Pharmaceutical Association, but I did not have access to the paper or any extract of it. It is not clear what kind of glucose he used. In view of the statement of England, the large quantity of glucose used by Klie is noteworthy. Wm. Lyon (*Pharm. Journ.*, 1894, p. 863) repeated and extended the experiments of Klie. He states that syrups containing less than 8 per cent. of glucose decomposed, while more than 8 per cent. preserved them. In syrups containing more than 10 per cent. of glucose precipitates formed. He says further that if a pure glucose could be obtained, no serious objection could be taken to the presence of, say, 10 per cent. of it in the syrup, which would then keep for a considerable time. The glucose must be free from acids and metallic salts.

Lyon's results are somewhat at variance with those of Klie, as far as quantity of glucose to be used is concerned, but agree with those of England.

F. R. Macy (*Can. Pharm. Journ.*, 1897, p. 77) made a number of experiments, which demonstrated to his satisfaction "that syrup of ferrous iodide may be kept unchanged by the substitution of 20 to 25 per cent. of glucose for the syrup ordered in the U. S. P." The kind of glucose is not stated, but it was probably commercial syrupy glucose. In regard to quality used, Macy's results are at variance with those of England and Lyon, but more in accord with those of Klie.

It is apparent from the foregoing that considerable disagreement exists on this subject, and that the matter is by no means settled.

I have made some experiments on syrup of ferrous iodide containing dextrose, having been led to the work by a statement of Frantz Naylor, of Baltimore, that he had preserved the syrup by the addition of commercial glucose syrup, and that he believed the secret of its preserving power lay in its decolorizing effect on iodine. The latter statement caused a little doubt, and it was soon found that the glucose contained a sulphite, which readily decolorizes iodine. The question then arose whether a pure glucose had any action on iodine, and experiments were made to that end, which will be mentioned later.

It seemed desirable to use a pure dextrose in the syrup

of ferrous iodide in order to determine whether it is the dextrose or impurities which exert the alleged preserving influence. In the United States Dispensatory it is stated that when glucose is pure it is superior as a preservative. Scarcely any of the experimenters make mention of having tried pure dextrose.

Merck's so-called C. P. dextrose was used. Tests for sulphate with barium chloride and for calcium with ammonium oxalate showed only mere traces, and no sulphite was found. It was completely soluble in hot 94 per cent. alcohol. It seems fair to assume that the specimen was of a very good quality and suitable for the experiments. It is true that, although it looked white in the bottle, its solution had a light brown color, indicating the presence of a little coloring matter. This color was also imparted to the syrups in which it was used. The dextrose was made into a saturated syrup, which had nearly the consistency of simple syrup. Varying proportions by weight of the simple syrup in the U. S. P. formula were replaced by this dextrose syrup. Seventy Gm. of finished product of syrup of ferrous iodide were made in each experiment, which was kept in diffused light in partially filled bottles.

(a.) In this experiment the dextrose syrup was decolorized by charcoal. One-fourth of the weight of simple syrup was replaced by it, and half of the preparation was kept in diffused light, the rest in the dark. Change began in about one week in both portions, a yellow zone appeared at the surface and a precipitate formed; 12.5 Gm. of dextrose syrup was used, which contained about 6 Gm. of dry dextrose, since the latter is soluble in its own weight of water. The preparation contained approximately 8.5 per cent. of its weight of dry dextrose or 17 per cent. of dextrose syrup.

(b.) The dextrose in this and the following experiments was not decolorized, and it imparted a yellowish to brownish tint to the preparations.

Three separate lots of 70 Gm. each were made just as in a, and kept in diffused light. All turned darker at the surface within a week and formed a precipitate.

(c.) One 70 Gm. preparation was made containing one-half dextrose syrup in place of simple syrup, or approximately 15.5 per cent. of dry dextrose or 35 per cent. of dextrose syrup. It changed about as rapidly as the preceding ones and formed a considerable precipitate.

(d.) One 70 Gm. lot containing all dextrose syrup was made. It was yellowish-brown in color, and a sediment appeared in about a week, which grew quite large relatively with the lapse of time.

A precipitate was formed in all these preparations, which, in this respect, behaved like those described by England and Lyon. The bulk of the precipitate apparently varied with the proportion of dextrose. It was not examined chemically owing to lack of time.

All the specimens were tested for ferric iron after having undergone considerable change, but none gave a positive test with sulphocyanate solution. This fact is in accord with an investigation of F. W. Haussmann (*Amer. Journ. Pharm.*, January, 1901, p. 17), who tested 15 samples of decomposed syrup, but found no ferric salt in any. These results are contrary to statements found in the dispensaries.

All the specimens gave the iodine test with starch solution. There is a peculiarity about this test which will be considered further on. A sample of ferrous iodide made with simple syrup alone, which had turned brown, gave the iodine test, but none for ferric salt.

These experiments must be considered as a preliminary to a more extensive and thorough examination of the subject which I hope to carry out in the future, rather than that they are decisive in their indications. It is my inten-

a little dilute hydrochloric acid and pure zinc, when, if sulphite is present, hydrogen sulphide will be formed, which can be detected by holding a piece of filter paper moistened with lead acetate over the mouth of the tube. The paper blackens almost immediately if sulphite is present. Another method is to distill a fairly strong solution of the specimen acidified with hydrochloric acid and to catch the vapors in a solution of potassium iodate, which will liberate iodine if sulphurous acid is present. Both methods were tried.

tion to obtain a strictly pure dextrose in the market, or to prepare it, for experiments.

The results so far seem to point to the conclusion that pure dextrose, in various proportions, has no preserving power in syrup of ferrous iodide, and that in those instances described in the literature in which the syrup was apparently preserved by addition of glucose, it was due to foreign bodies and not to dextrose itself. Moreover, the only kind of dextrose or glucose that could be used without imparting color to the preparations, is the commercial syrupy glucose, which contains sulphite and is colorless. Commercial solid glucose is colored and even C. P. dextrose of Merck and Eimer & Amend give solutions somewhat colored. Absolutely pure dextrose, of course, is out of the question because of the cost. If it is true that pure dextrose has no preserving power, there is no object in using syrupy glucose of commerce, since the simpler and unobjectionable addition of hypophosphorous acid will accomplish the same result as the foreign substances in glucose.

As dextrose did not prevent the liberation of iodine in the syrup of ferrous iodide, it seemed desirable to determine whether it had any effect on iodine, in aqueous solution. Ten Cc. of a saturated syrup of Merck's C. P. dextrose were mixed with 6.2 Cc. of decinormal iodine solution in a closed flask and placed in the dark for 26 hours. The excess of iodine was then titrated with thio-sulphate solution, 1.08 Cc. of the iodine solution were decolorized by the dextrose. Each Cc. of iodine solution contained 0.0126 Gm. of iodine.

Another 10 Cc. of syrup was treated as above, but titrated at the end of four days; 1.33 Cc. of iodine solution were decolorized, practically the same as in the first experiment.

A mixture of 10 Cc. each of dextrose syrup and of simple syrup were similarly treated, and at the end of three days 1.19 Cc. of iodine solution were decolorized, which is very close to the other results.

Two similar experiments were made each on 5 Gm. of Eimer & Amend's dextrose. This also gave a yellow-colored solution like Merck's. At the end of 26 hours, 1.23 Cc. of iodine solution were decolorized. At the end of two days, 1.97 Cc. of iodine solution had disappeared.

Ten Gm. of commercial glucose syrup containing sulphite decolorized 2.7 Cc. of iodine solution at the end of four hours, 3.4 Cc. at the end of one day, 3.76 Cc. after two days, 3.80 Cc. after three days. In this case, it appears that, after the sulphite has acted on the iodine, there is an additional progressive decolorizing effect which gradually becomes weaker and possibly is due to the presence of other bodies, like dextrin or maltose in the glucose syrup.

Although a small quantity of iodine was decolorized by Merck's dextrose, it is probable that this was due to slight impurities, since the results at the end of three or four days were the same as at the end of one day. That the specimen was not absolutely pure was evidenced by the yellow color of its solution. I believe that a strictly pure dextrose will be found to have no action on iodine in the cold, the condition which prevails in syrup of ferrous iodide. Large text books on chemistry, as Allen's "Commercial Organic Analysis" and others, and Watts' "Dictionary of Chemistry" make no mention of such action, although this is no proof that it does not take place. But it seems likely that if it did act on iodine, some one would have noticed the fact, and the Dictionary would have made mention of it, as it does in the case of chlorine and bromine which act on dextrose. Although iodine is chemically similar to chlorine and bromine its action is much weaker than that of the latter elements, and hence

we would not be surprised to find that iodine has no action on dextrose. I hope to make a further test on a pure dextrose at some future date.

TESTING DECOMPOSED SYRUP OF FERROUS IODIDE FOR IODINE WITH STARCH SOLUTION.

If iodine solution be added to a fresh syrup without diluting till a perceptible color appears, and then a few drops of starch solution, a fine deep cherry red color will be obtained instead of the usual pure blue color. In the U. S. P. the following test is given:

If mixed with a little starch solution, and afterwards with a few drops of chlorine water, the syrup will acquire a deep blue color. This color should not be produced in the syrup by starch solution alone (absence of free iodine).

Unless much iodine is liberated by the chlorine, only the deep cherry red color will be obtained. In decomposed syrups where the amount of free iodine is not large, I have always gotten the red color with starch solution. Dilution of the syrup with water before adding starch will give a blue color. An aqueous solution of ferrous iodide, not too dilute, acts like the syrup in giving the red color with starch in the presence of iodine. Simple syrup or dextrose syrup treated as above gives a fine blue color. It appears that the ferrous iodide is the interfering factor, but just how is not known to me at present.

Points About Radium.

It is the latest addition to the list of elements.

It has the heaviest atomic weight, being probably 258—that is, 258 times heavier than hydrogen.

By analogy it should be the rarest of the elements.

Only one decigramme (the tenth of a gramme) of radium is procurable from a ton of pitchblende.

Only about two pounds of radium is in existence.

A small buckshot of pure radium is said to be owned by the Curies and is self-luminous in the dark. The impure compounds are rarely self-luminous, but light up screens of various crystals with the impact of the flying positively-charged particles thrown off by the radium.

If a small grain is carried in a box in the pocket it will penetrate through the box and clothing and burn the flesh, producing wounds which are difficult to heal.

Professor Curie says that he would not trust himself in a room with one pound of radium, for it would burn off his skin, blind and kill him.

The radio-action of radium is such that an invisible film of radio-active matter appears to be deposited on objects in the neighborhood of a grain of radium salt.

This deposit (as it were) can be rubbed off by sandpaper and dissolved off by acid, and the activity then appears on the sandpaper or in the acid.

Radium is 300,000,000 times more active than the most active common material yet experimented with.

The study of radium tends to prove that atoms themselves are all in a process of decay, and hence, says Sir Oliver Lodge, "must at some time in the measureless past have had a beginning."—Drug Topics.

Other Things Besides Radium.

S. W., in Nature, asks the following question: When a small magnet in my drawer has been ready to act on a compass any time during the last twenty years, and has not altered its appearance in any appreciable way, I ask, whence comes the continuous magnetic supply? Again, when a lady has had for a great many years a cedar workbox, which has never failed of its characteristic odor, it is a natural question to ask, whence comes the smell? The statement in books, both of physics and physiology, is that something material is given off from the wood which alights on the olfactory membrane of the nose. This is purely gratuitous, as the statement is without a shadow of proof, the box being to all appearances in no way diminished in size or otherwise altered. If the hypothesis, for it is nothing more, falls, how does the case differ in principle from that of radium?

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

A New Reaction for Saccharine.—Wauters (*Nouveau Remèdes*, August 8, 1903) heats the saccharine with a little phloroglucin in sulphuric acid, when the liquid assumes a violet tint which is appreciable even on dilution.

Tribérane.—A new French purgative mixture is prepared, according to the *Bull. gén. de Therap.*, as follows:

Sacchar.	70 parts.
P. glycyrrh.	20 parts.
P. fol. sennæ spirit, depur.	20 parts.
Sulph. præcip.	10 parts.
Vanillin.	1-5 part.

Color Reactions for Morphine and Codeine.—E. Gabutti (*Bollettino Chimico-Farmaceutico*, 1903, p. 481) says that morphine and codeine give beautiful reactions with sulphuric acid and chloral or bromal. Morphine gives a violet color; codeine a bluish-green. Codeine containing morphine is colored a brownish-violet. The color obtained with codeine gradually becomes reddish, then pink.

Solubility of Picric Acid in Ether.—Bougault (*Répertoire de Pharmacie*, September 10, 1903) says that the statement made by many authors to the effect that picric acid is more soluble in ether than in water is wrong. Water dissolves 1.20 parts in 100, while anhydrous ether only dissolves about 1.08 parts in 100. When water is added to anhydrous ether, the solubility of picric acid is increased. The curious fact is that the solutions of picric acid in anhydrous ether are almost colorless, not because the solution is too dilute, as, if water is added to the solution, the yellow color reappears. In this way we can tell if ether is anhydrous or not, by adding picric acid to it.

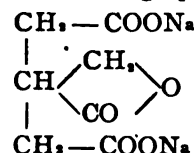
Incompatibility of the Extracts of Cinchona with Certain Antipyretics.—Robert (*Bulletin de Pharmacie du Sud-Est*, July, 1903) calls attention to the incompatibility existing between extract of cinchona and the newer antipyretics, such as antipyrine, pyramidon, pyramidon camphorate, exalgine, and kairine in solution. When any of these substances in solution are added to a fluid extract of cinchona a whitish precipitate is formed, which is soluble in alcohol, in glycerin, in dilute acids, and in hydrochloric acid. It is composed of a combination of tannin with the various antipyretics, and is most abundant in extracts that are rich in tannin. If the precipitate is not very abundant, it may be dissolved by the addition of a few drops of alcohol. If it is very marked, however, it should not be filtered out.

A New Polymer of Chloral.—Erdman (*Nouveaux Remèdes*, 1903, p. 308) has just obtained a patent in Germany for the manufacture of a solid polymer of chloral which possesses very powerful narcotic properties. It is prepared by the addition of anhydrous alumina of 7 per cent. to chloral. A certain amount of heat develops, which must be kept at less than 40 degrees C. The mass is allowed to cool, and is treated with acidulated water, in which all the non-polymerized products are dissolved, until a white mass—polychloral—remains. This body is fairly stable, volatilizes without melting, is insoluble in water, in alcohol or in acids, and dissolves in a solution of sodium carbonate in the cold, being transformed into ordinary chloral hydrate. The new polymer has no taste, and is very strongly narcotic.

New Color Reactions for Asaprol.—Barral (*Journal de Pharmacie et de Chimie*, September 1, 1903) calls at-

tention to the following reactions of asaprol or abrastol: With ferric chloride, asaprol produces a blue color; with mercuric nitrate, a reddish color; with uranium acetate, a purple color; with chromic acid, a brown precipitate, and with nitric acid, a yellow color. He also describes the following new reactions: With Ymonnier's reagent (potassium bichromate, 1 Gm.; nitric acid, 1 Gm.; water, 100 Gm.) a brownish precipitate is formed and a supernatant orange colored fluid. With Berg's reagent (ferric chloride, 2 drops; water, 100 Gm., and hydrochloric acid, 2 drops) a blue color in the cold, growing yellow on boiling. With Froehde's reagent, a yellowish-brown color; with formol and sulphuric acid, a greenish fluorescence, disappearing on the addition of a large amount of water. With sodium persulphate, a yellowish-green color while hot, passing to brownish green and then to orange green. With ammonium sulphomolybdate, a yellowish-green color while hot, passing into blue.

Citarin.—A new remedy for gout and uric acid diathesis is citarin, the sodium salt of anhydromethylenecitric acid, which decomposes with the liberation of considerable amounts of formaldehyde. According to Impens (*Therapeutische Monatshefte*, August, 1903) the sodium salt of this acid, which is obtained by the action of formaldehyde upon sodium citrate, is made by Bayer under the name of citarin. Its graphic formula is:



It occurs as a white, crystalline powder very easily soluble in water and almost insoluble in alcohol and ether, with a rather agreeable taste. The dose is two grammes three or four times daily, and is usually prescribed in tablets or in powders, and taken in water with or without plain sugar.

Oily Solutions of Lecithin.—Astruc and Courtial (*Bulletin des Sciences Pharmacologiques*, July, 1903) give valuable points concerning the composition of oily solutions of lecithin. Hypodermic injections of lecithin are generally given in oily 20 per cent. solutions, usually with olive oil, although the oil of almonds may also be employed, or else liquid petrolatum. In order to facilitate the solution of lecithin in the oil, it may first be dissolved in a little chloroform, and the chloroform solution may be added to the oil. The chloroform is then evaporated on the water-bath. With liquid petrolatum, solutions of 1 part in 20 or 1 in 10 are obtained, which are limpid at the time of their preparation, and remain so. With olive oil or with oil of sweet almonds, however, these solutions are perfectly clear when hot, but become cloudy when they cool. If olive oil, or almond oil, is used that has been washed first in alcohol, and sterilized at 110-120 degrees, solutions of 1 part in 20 may be made, which remain clear for several days, but if the lecithin be present in greater proportion, turbidity occurs after the fluid cools. The best method, therefore, is to use 1 in 20 solutions in oil that has been washed in alcohol and sterilized. Concentrated solutions are better prepared in liquid petrolatum, and these seem to keep better.

Determination of Iron.—The following process is proposed by Dr. N. Matolcsy, of the Budapest University (*Pharm. Post, Brit. and Col. Drug.*) as a general method

applicable to all official iron preparations. It is based upon the principle that both ferrous and ferric forms of iron are thrown down from solution as FeS by hydrogen sulphide, and that the amount of iron in the precipitate so produced may be determined by standard permanganate after solution in dilute sulphuric acid and expulsion of SH_2 by boiling. The aqueous or hydrochloric acid solution of the iron compound to be analyzed is mixed with an excess of sulphuretted hydrogen water, then with ammonia until neutral, whereupon the whole of the iron will be thrown out. To render the precipitate denser and more easy to filter ammonium chloride is added, and the whole gently warmed. After coagulation of the FeS has been accomplished, it is to be filtered, washed with ammonium sulphide solution, and dissolved in dilute sulphuric acid. To the solution thus prepared a few pieces of pure CaCO_3 are added, and it is then boiled until the escaping steam no longer blackens silver nitrate paper, after which it is quickly cooled and titrated with decinormal permanganate. The test analyses recorded by the author exhibit a satisfactory agreement.

Methods of Testing Ether for Anæsthesia.—Wobbe (*Apotheker Zeitung*, 1903, pp. 458, 465 and 487) describes the following methods of determining the purity of ether for anæsthesia. At 15 degrees C. the density of the pure ether varies from 0.718 to 0.720. Its boiling point must not be lower than 34 degrees C., nor higher than 35 degrees. If evaporated in capsules it must not leave any residue nor any odor. In order to determine the presence of water, several substances may be used: Tannin dried at 110 degrees adheres to the walls of the flask, if the ether contains any water; dried sulphate of copper turns blue, while benzine and carbon disulphide give rise to a turbidity in the presence of water. A paper impregnated with a solution of cobalt chloride and dried, turns from blue to pink in an ether containing water. In order to find out if there is an admixture of alcohol, the ether should be shaken with water, decanted, and to the aqueous solution a few drops of the solution of iodine and potassium iodide and a little caustic potash added. Iodoform is formed, if the ether contains alcohol. The presence of aldehyde and amylic alcohol are determined by Nessler's test. The presence of aldehyde may also be determined by sharing the ether with an ammoniacal solution of silver nitrate, and then adding an aqueous solution of caustic soda. A reaction is produced in the presence of aldehyde. The presence of hydrogen peroxide is determined by shaking the ether with a reagent composed of equal parts of a 50 per cent. solution of potassium iodide with a 1 per cent. solution of phenolphthaleine, and observing the red color. Another way of finding out whether hydrogen peroxide is present, is by taking a freshly prepared dilute solution of potassium ferricyanide and of ferric chloride. If there is hydrogen peroxide present, a Prussian blue color will appear. The presence of sulphuric acid, of sulphurous acid or of acetic acid, is determined by allowing 20 Cc. of ether and a few Cc. of water to evaporate. The aqueous residue must not turn litmus red.

Errors in Testing Urine for Albumin.—Dufau, in a communication to the Paris Society of Pharmacy (*Répertoire de Pharmacie*, October 10, 1903) calls attention to the frequent occurrence of errors in testing for albumin in urine, arising from the almost constant occurrence of mucin in otherwise normal urine. Mucin possesses certain properties common to all the proteids occurring in urine, and its presence is objectionable from the analyst's standpoint, because it interferes with the reactions for albumin. In naturally acid urine these proteids are not precipitated by heat, so that even on prolonged boiling we find them in filtered urine, after removing the albumin

and the phosphates. Both acetic and trichloroacetic acids, which are so often used in uranalysis precipitate the mucins, but the precipitates thus formed are very light, settle very slowly, and are so thin that they can easily pass through filter paper. Finally, these precipitates grow more distinct on the addition of heat. In a urine which does not give a distinct white ring for albumin by Heller's test (pure nitric acid), but in which there is more cloudiness pervading the fluid over the acid, we will find, as a rule, the following sequence of events if we use the ordinary heat and acetic acid test. This urine, which the Heller test showed not to contain any albumin, will on heating with a few drops of acid become cloudy, and on the addition of still more acetic acid will increase in turbidity. As a rule, this is always taken as evidence of the presence of albumin, when as a matter of fact it is due to the presence of mucin. The proteids known as "the mucin group" are also precipitated by a large number of other reagents usually employed for albumin. It is well, therefore, to be on the lookout for the presence of mucin, and to use only tests that give no precipitate with mucin alone. Heller's test (consisting of the flowing of a layer of nitric acid, C. P., over the urine followed by the production of a distinct white ring on contact with the nitric acid) is the most reliable of the simpler tests for albumin, and should be used to supplement the heat test, if the presence of mucin be suspected. A pale brownish ring is due to the presence of urates, and should not be accepted as evidence of albumin in this test.

Determination of Arsenic in Beer.—W. Thompson has described (*Phar. Jour.*) a method of approximately determining minute quantities of arsenic in foods and liquids. He states that the most delicate method of detecting and determining minute quantities of arsenic is by a modification of the Marsh-Berzelius process, in which the arsenic passes always as a gas in combination with hydrogen. The modification he suggests is the cooling of the tube on which the "mirror" was deposited, and heating the portion immediately before it as intensely as possible. This process gives a very distinct arsenic "mirror" (deposit) down to the 2,000th part of a grain per gallon of beer when working with less than a sherry glassful. By this chemical test, therefore, the presence of arsenic can be detected in that quantity of beer if 1 grain of arsenic trioxide were dissolved in 4,000 gallons, which would require 111 ordinary brewers' barrels of 36 gallons each to contain it. The Joint Committee of the Society of Chemical Industry and of the Society of Public Analysts has recommended, among other things, that in estimating arsenic by the Marsh-Berzelius method the tube near the draw-out portion of the apparatus which was heated should previously be wrapped in copper wire gauze. This Thompson finds a disadvantage, larger "mirrors" being obtained from the same quantity of arsenic if the glass tube be heated directly and the draw out portion of the tube cooled. Arsenic is deposited either as a bright brown metallic "mirror" or as a black deposit. The deposit in the metallic form affords the best means of determination, but arsenical deposits are liable to fade if exposed to light, an effect which he believes to be due to the absorption of the metal in the hydrogen with which the tube is filled. This results from the influence of light. Thompson adds that the electrolytic process recommended to analysts by the Board of Trade does not suffice to detect quantities of less than 1-500th of a grain, while the zinc process, with the Marsh-Berzelius methods, detects quantities up to 1-2,000th part. By electrolysis the greater the quantity of glucose in the beer the less chance there is of detecting arsenic.

RECENT MEDICINAL SYNTHETICS.

The Progress of Synthetic Chemistry Reviewed by Professor Coblenz in An Address to the Society of Chemical Industry.

THE usual monthly meeting of the New York Section of the Society of Chemical Industry was held at the Chemists' Club, 108 West Fifty-fifth street, on Friday evening, November 20, with Prof. Virgil Coblenz in the chair. The programme for the evening included the customary sessional address of the chairman. This address, which partakes of the character of the annual presidential address, which is so prominent a feature of State Pharmaceutical Association meetings, was announced for the first meeting of the session last month, but had to be postponed on account of Professor Coblenz's absence from the city. The other items on the agenda consisted of a paper by C. Baskerville and T. B. Foust on Rare Earth Morphants, and another on Vegetable Protein by Oskar Nagel.

Professor Coblenz's address constituted a review of the progress of synthetic chemistry, with particular regard to the production of medicinal synthetics, during the past five years, and specimens of many of the substances enumerated in his paper were exhibited during the evening. The address summarized the chemical characteristics and therapeutic properties of a host of true synthetics as well as certain other products of the modern manufacturing chemists, including patent foods, uric acid solvents, intestinal antiseptics, hypnotics, synthetic morphine derivatives, etc., etc.

Beginning with the

NEW ALKALOIDS,

it was shown that much had been accomplished during the past five years, not only in the isolation of many new plant principles but also in the preparation of valuable derivatives of the well-known alkaloids. The important members of the last named class were enumerated, as follow:

Emmydrine—Atropine methyl nitrate; like atropine, but less powerful in its action on the pupil. Lactyl Tropeline—Heart stimulant. Mydrol—Iodomethylphenylpyrazolon; a mydriatic. Mydrin—A combination of ephedrine and homatropine, used as a mydriatic. Quinine Derivatives—Several insoluble, tasteless products were described, as aristochine, euchinine, quinine chlorocarbonic ester, salochinine, rheumatine, bromchinal, chinaphthol, quinine lygostinate, acetyl quinine, ethyl quinine, quinine acetyl salicylate, quinine sulphoguaiacolate, quinine sulphocresote, quinine urethane and quinine amidobichloride.

ANÆSTHETICS, LOCAL.

The search for local anæsthetics in the line of cocaine substitutes continues unabated, according to Professor Coblenz. The more recent synthetics of this nature are either derivatives of the eucaines, orthoforms, etc., or guaiacol derivatives, eugenol, etc. He instanced tropacocaine hydrochloride, orthoform new, chloral-orthoform new, anæsthesine, subcutine, nirvanine, the acoins, chloretone (acetonechloroform), nervocidine.

ANTIPYRETICS.

Little of pharmaceutical interest was contained in the enumeration of recent antipyretics. The few additions noted were in the nature of special products, having more of a chemico-technical interest than pharmaceutical.

ANTIRHEUMATICS.

The new esters of salicylic acid which have found favor on account of their freedom from disagreeable by-effects when administered internally were described. The most popular and successful of these salicylic acid derivatives was stated to be aspirin, an acetyl salicylic ester which passes unchanged through the stomach into the intestinal tract, where it undergoes slow decomposition and exerts its remedial action without any of the objectionable features of the free acid. Salcresol represented the union of salicylic acid with the active constituents of wood creosote. Mesotan, amylenol and glycosol are employed both externally and internally.

ANTISEPTICS.

The majority of the synthetics introduced during the past five years belonged, he said, to the class of antiseptics. Few, however, had found a permanent place in the materia medica. Perhaps the most interesting pharmaceutically were formaldehyde combinations. These represent combinations of formic aldehyde with various antiseptics from which the formaldehyde is slowly eliminated when in contact with a wound. Kreoform, forman, thymoform, naphthoformin, polyformin (soluble and insoluble) and galloformin were enumerated.

NEW ICHTHYOL COMPOUNDS.

An interesting reference was made to ichthyol and analogous sulphurated tarry products. The popularity of ichthyol, as well as the lapse of its patents, had led to the introduction of several products of similar composition. The Ichthyol Company have introduced some valuable combinations of ichthyol—e. g.: Ichthargan (silver ichthyolsulphonate), Ichthermol (mercury ichthyolsulphonate) and Ichthoform (ichthyol formaldehyde). Ichthalbin is an ichthyol albumin analogous to tannalbin, which forms an agreeable ichthyol substitute for internal use. Products identical with or similar to ichthyol are petrosulfol, Isarol and Illyrin.

New bismuth compounds forming valuable acquisitions to antiseptic surgery were represented by airol, iodogallicin and eroform.

THE SILVER ANTISEPTICS.

Professor Coblenz made an interesting reference to the substitutes for silver nitrate which have been introduced in recent years. Most of these represent combinations of various percentages of metallic silver with different proteids, and all are said to be less irritating than the old standby, silver nitrate, and to possess the further advantage of being entirely unaffected by either albumin or sodium chloride. Among the organic combinations of silver described was albargin, a gelatose silver containing 15 per cent. of the metal. This substance is unaffected by hydrogen sulphide or by boiling with alkalis, while chlorides produce only opalescence. Other compounds named among the organic salts were argentol, argyrol, argonin, largin, nargol, protargol, Ichthargan, argentamine, silverol, Irol and actol. Tachiol and collargol were named as representatives of the inorganic combinations.

The search for an efficient substitute for corrosive sublimate, both in the treatment of syphilis and for use in antiseptic surgery, has resulted in the production of a large number of mercury combinations, but all of those mentioned by Professor Coblenz are already familiar to pharmacists.

GUAIALCOL AND CREOSOTE DERIVATIVES.

As Professor Coblenz progressed with the reading of his address, it was seen that his studies had considerable to do with his previous researches into the influence of chemical constitution on physiological action. Speaking of the caustic and toxic action which frequently accompanies the administration of large doses of creosote and guaiacol, he said that the toxicity of the dioxibenzene depended on the presence of the free hydroxyl groups, and the toxicity in question reached its maximum in convulsive action in the case of pyrocatechin. If, however, both of the hydroxyl groups are methylated, as in veratrol ($C_6H_4(OCH_3)_2$), the compound is much lessened in toxicity, though a material loss in intensity of action is at the same time caused, and this, he said, accounted for the preference given to guaiacol over veratrol. He said that the same observation explained the relative non-toxic character of anisol ($C_6H_4OCH_3$) and phenetol ($C_6H_4OCH_2CH_3$), as compared with phenol. It also applied to the loss of narcotic action in morphine.

Of the new condensation products and other more complex derivatives of creosote and guaiacol he instanced some 19 substances, including thiolcol, cacodyliacol, gualethol, gualchinal, guacamphol, gualacetine, etc.

PEROXIDES OF THE METALS.

Professor Coblenz noted the recent use of peroxides of the alkali earths as antifermentatives and antiseptics. Among the compounds enumerated were magnesium peroxide (Biogen) and zinc peroxide (Dermogen). Calcium peroxide, $CaO_2 + 4H_2O$, has made its appearance under the name of Gorit.

Reference was made to the use of the various salts of metavanadic acid in medicine. The vanadium compounds are not characterized by any cumulative action as in the case of the arsenicals, but large doses of the salts are paralyzant to the heart and respiratory centers.

INTESTINAL ANTISEPTICS.

Although, as pointed out by Professor Coblenz, there is no drug which is capable of acting as a bactericide in all accessible portions of the intestinal tract without at the same time exerting a destructive action upon the cells, and though substances which possess in general superior antiseptic properties and have shown themselves to be useful in disinfection of the stomach utterly fail to prevent fermentation in the intestinal canal, still remedies of this class continue to be produced. Professor Coblenz said that it had been repeatedly pointed out that the failure of the general run of intestinal antiseptics to control fermentation in the lower intestines was due to the alkalinity of the intestinal secretions which renders the antiseptic useless. Other antiseptics of this class are so readily soluble in alkaline media that they are removed by absorption

in the upper intestinal canal, as, for example, preparations of cresol, phenol, thymol, etc. A class of antiseptics which seemed best adapted for intestinal disinfection was the condensation products which reach the lower intestines by reason of their insolubility, yet many of these fail in their object, owing to their slowness of decomposition. The condensation products of tannin and gallic acid, represented by tannoforn, tannocol, tannalbin and tannin albuminate, were regarded with favor.

THE SYNTHESIS OF VEGETABLE ALKALOIDS.

Touching upon the preparation of synthetic morphine and morphine derivatives, the speaker said that no department of chemical research had proven so alluring and yet so slowly productive of results as that in which the chemical constitution of the vegetable alkaloids was concerned. In the case of morphine it had been the constant effort of chemists to prepare a derivative which would be free from its objectionable secondary action, and it is only recently that any approach to this ideal had been accomplished. Professor Coblenz gave a lengthy technical explanation of the peculiar physiological effects of different chemical nuclei in the structure of morphine derivatives. The chemical formula of morphine is $C_{17}H_{19} \begin{matrix} \text{OH} \\ \text{NO.OH} \end{matrix}$ and this alkaloid differs from all other opium alkaloids in its narcotic effect, its action being chiefly upon the nerve centers of the brain. By a rearrangement of the atoms in the molecule, for instance, closing the OH groups through the replacement of one or both of the hydrogens by alkyl or acid radicles, the narcotic characters disappear and a spinal excitant, tetanic action is developed, which increases with the number of alkyl radicles introduced. Thus, codeine, if given in sufficiently large doses, produces tetanic convulsions, as do other morphine esters, like codethylin and thebaine. The last named was referred to as the most toxic alkaloid of opium, producing tetanic effects identical with those produced by strychnine. This action increases with the number and molecular weight of the alkyl groups introduced, codethylene being more intense in action than codeine, as the latter contains but one methyl group. The result is constant so long as the same hydrogen atom is replaced, and there is obtained an increased narcotic or spinal excitant effect according as an acid or alkyl radicle is substituted. The derivatives of this class enumerated by the speaker included peronin, heroin, dionin and epiosin. The last named body is quite new. Chemically it is a methyl-diphenylenamido-azol of the structure $C_6H_5 : CN CH_3$. It is said not to possess any of the objectionable secondary effects of morphine.

Under the heading

BROMIDE AND IODIDE SUBSTITUTES,

reference was made to a number of organic compounds of bromine and iodine which contain these elements in a loose state of combination, or from which the elements are readily split off after digestion. The elgons were referred to as iodine and bromine derivatives of albumin, of constant composition. Alpha elgon contains 20 per cent. of iodine, which is readily split off by acids or alkalis. Beta elgon is an iodized peptone, more readily assimilable than the alpha compound. Todalbacid, an iodo albumin preparation containing 10 per cent. of iodine, was referred to as equal in activity to potassium iodide, without the intoxication symptoms or other secondary effects peculiar to this salt.

HYPNOTICS

were divided by Professor Coblenz into two classes, one in which the hypnotic action was largely dependent upon the presence of alkyl radicles and another in which the hypnotic effect is produced by an aldehyde or acetone group. He said that few synthetics of hypnotic value of any importance had been introduced within a recent period. That a firmly-linked oxyethyl group carried a definite narcotic effect had been established, he said, in the use of aethoxy-caffeine, tertiary amyl alcohol, sulfonal and trional.

Veronal, the latest and apparently the most useful of the hypnotics, was discovered by Professors Emil Fischer and Mering in testing the hypnotic action of substances containing one or more ethyl groups linked to one and the same carbon, as is the case of tertiary amyl alcohol and trional. Veronal is a derivative of urea, being diethylmalonylurea.

Among the latest editions to a series of valuable valeric acid derivatives he enumerated valyl and valldol.

As members of the second group, previously referred to, certain combinations from which chloral is slowly set free were described, as chloral ammonium, chloralamid, chloralimide, chloralose, chlorosonin, dormiol and isoprol.

URIC ACID SOLVENTS.

A long list of uric acid solvents was given. Professor Coblenz explained that the treatment of uric acid diathesis is usually directed either toward securing a diminution in the

formation of uric acid in the organism or the employment of a preparation which is intended to exert a solvent action on the uric acid already deposited in the tissues.

Various combinations of quinic acid with uric acid solvents, more particularly the substituted diamines, have been introduced within a recent period, and the synthetic production of theophyllin, a natural alkaloid occurring in quinine, was described, together with theocin, another name for the same substance.

Professor Coblenz made reference to the large number of solid food products which had been manufactured in the chemical laboratory, and enumerated most of them.

LESSONS IN DISPENSING.¹

II.

(Continued from page 273.)

THE student having become familiar with the various parts of the prescription, and the grammatical rules bearing upon these, will be able to advance another step, and commence a study of the various forms of dispensed medicines. The following classified list may appear at first somewhat confusing to the beginner, since in some instances the same descriptive name appears under more than one divisional heading. For instance, lozenge is classed as a solid preparation for internal use, and elsewhere for local application. In explanation of this seeming discrepancy the student may meantime be told—it will be commented on more fully later on—that some lozenges, as, for example, bismuth, are meant to be chewed and swallowed like a piece of food, because their sphere of action is the stomach and its contents, while others, such as potassium chlorate, are meant to be sucked slowly, not broken up by the teeth and swallowed, because their action is intended to be local—that is, to the surface of the mouth and throat, mainly the latter. Other instances are explainable on somewhat similar grounds, but this will be more appropriately deferred till the individual form comes under notice.

CLASSIFICATION OF DISPENSED MEDICINES.

(a) For Internal Use.			
(1) Liquid.	(2) Semi-solid.	(3) Solid.	(4) Solid (powdered).
Mixture. Emulsion. Draught. Drops.	Confection. Capsule. Jelly.	Pill. Tablet. Lozenge.	Powder. Cachet.
(b) For External Use.			
(1) Liquid.	(2) Semi-solid.	(3) Solid.	(4) Solid (powdered).
Liniment. Embrocation. Lotion. Paint. Liquid Blister. Liquid Plaster.	Ointment.	Plaster. Blister. Paste (Gelatin).	Dusting Powder.
(c) For Local Application.			
(1) Liquid.	(2) Semi-solid.	(3) Solid.	(4) Solid (powdered).
Throat Paint. Throat Spray. Gargle. Mouthwash. Inhalation. Emema. Eye Lotion.	Eye Ointment.	Suppository. Pessary. Bougie. Lozenge. Pastille. Tablet.	Snuff (medicated).

Mixture.—This was described in the first paper as a fluid combination of drugs or chemicals, or both, either in solution or partly so, and partly in suspension, the usual basis or vehicle being water or some simple preparation of a drug, such as an infusion, decoction, or aromatic water, etc. It is intended to be prepared in such a way that by merely shaking the bottle the various ingredients will be sufficiently mixed, so that when the dose is measured out, it (the dose) will contain an aliquot part of each ingredient. When each of these is miscible with or soluble in the vehicle, this object is easy of attainment; but when any of the does not fulfil these conditions, special means have to be taken in order to make it comply with the requirements of a properly prepared mixture.

In a liquid preparation, such as is a mixture, there is, of course, a much greater chance of interaction between the ingredients than there is in a pill or in an ointment, and this is a side of the dispensing art which requires vigilance, knowledge and correct reasoning on the part of the dispenser. Therefore the student, when he is dispensing, should always be on the outlook for chemical reaction.

SOME EXPLANATORY EXPERIMENTS.

By way of practically illustrating the various points commented upon above, the student is requested to carry out the following experimental operations:

1. Pour 1 drachm of tincture of calumba into 4 drachms of water (example of miscibility of basis with vehicle).
2. Pour ½ drachm of tincture of Indian hemp into 4 drachms of water (example of immiscibility of basis with vehicle).

¹ From the *Pharmaceutical Journal*.

3. Gradually add, drop by drop, $\frac{1}{2}$ drachm of tincture of Indian hemp to $1\frac{1}{2}$ drachms of mucilage of acacia contained in a graduated measure, the mucilage being constantly stirred with a glass rod. When all the tincture has been added, gradually dilute the contents of the measure with water until they measure $4\frac{1}{2}$ fluid drachms, the stirring being continued. Compare result with 3 (example of overcoming the immiscibility of a basis with the vehicle).

4. Rub in a mortar 1 drachm of magnesium sulphate with 4 drachms of water (example of solubility of a basis in the vehicle).

5. Rub in a mortar 1 drachm of magnesium carbonate with 4 drachms of water (example of insolubility of a basis in the vehicle).

6. Dissolve $\frac{1}{2}$ drachm of iron sulphate in 4 drachms of water. In another vessel dissolve $\frac{1}{2}$ drachm of potassium carbonate in 4 drachms of water; then pour the latter solution into the former (example of chemical reaction between two substances soluble in the vehicle, resulting in the formation of a basis which is insoluble in the vehicle).

7. To 1 drachm of tincture of perchloride of iron diluted with 1 ounce of water, add 4 drachms of solution of acetate of ammonium (example of chemical reaction between two substances soluble in the vehicle, resulting in the formation of a basis which also is soluble in the vehicle, but of a color different from the two substances reacting).

8. To 2 drachms of diluted phosphoric acid mixed with an equal volume of water, add 1 drachm of tincture of perchloride of iron and agitate (example of chemical reaction as above, resulting in the formation of a colorless basis).

9. Dissolve 1 drachm of magnesium sulphate in 1 ounce of water; then dissolve 1 drachm of sodium bicarbonate in 2 ounces of water. Mix the two solutions, then boil, when a white precipitate will form. (Example of unseen chemical reaction. Magnesium bicarbonate is formed when the solutions are mixed, but, being a colorless salt, and soluble in water, no evidence of the reaction having taken place is apparent. On boiling the solution, the magnesium bicarbonate is decomposed, giving rise to magnesium carbonate, which, being insoluble in water, appears as a white precipitate.)

These simple experiments will, more vividly than words, impress upon the student's mind the fact that much may depend upon the bringing in contact, under suitable conditions, of two or more substances. He must not, however, suppose that chemical reaction is the necessary accompaniment to the dispensing of a mixture. As will be shown in the next lesson, this happens only in the minority of cases. Nevertheless, the student should make it a habit when reading over a prescription to ask himself the question, will a reaction take place when these substances are brought in contact?

UNIFORM PRESCRIPTION PRICES.

THE Minnesota Pharmaceutical Association has occupied itself among other things during the past year with the lack of uniformity that exists throughout the State in the matter of prices on prescriptions. The necessity of securing more uniform and better prices for prescriptions has been so strongly impressed upon the association that a special committee was appointed to consider the matter, and this committee made its report at the New Ulm meeting last June. The findings of the committee, being of special interest to druggists in other sections, are published below. The report begins with a statement of the means taken to ascertain the prices ordinarily obtained. A circular letter with a blank price schedule attached was sent to about 175 members in different parts of the State, with the request to fill out the blank with the prevailing prices in the various sections. The report says:

"About 75 replies were received. From these replies we find that the country members, as a rule, get about the same price as those in the cities. We also find that the prices on liquid prescriptions are quite uniform, although in our estimation they are too low. The greatest variation is on powders, capsules, tablets and pills.

"The price on one-half dozen powders varies from 10 cents to 35 cents; on 12 powders the price varies from 25 cents to 65 cents; on 24 powders from 25 cents to \$1.

"On capsules the returns show about the same prices asked for powders, with few exceptions. One druggist puts up 12 capsules on prescription for 15 cents and two dozen for 25 cents.

"In the pill schedule we find the usual variations from 5 cents for six pills, 10 cents for 12, 25 cents for two dozen, 75 cents for 100, to 25 cents for six, 35 cents for 12, 50 cents for two dozen, \$1.50 for 100.

"On Bland's pills, ready made, the price varies from 75 cents to \$1 per C., while for fresh made nearly all get \$1 per C.

"We find, I think, the widest variations in the tablet schedule. Six per cent. of the returns give 10 cents as the proper price for six, eight or ten tablets, 15 cents per dozen, 25 cents for two dozen and 50 cents per 100. However, a majority get 25 cents for six, 35 cents or 40 cents for 12, 50 cents to 75 cents for 50 and \$1 per C.

"The prices on ointments are more uniform, the majority charging 25 cents for $\frac{1}{2}$ ounce, 35 cents for 1 ounce, 50 cents for 2 ounces, 75 cents for 4 ounces and \$1 for 8 ounces, although a few are satisfied with 15 cents for $\frac{1}{2}$ ounce, 25 cents for 1 ounce, 35 cents for 2 ounces, 50 cents for 4 ounces and 75 cents for 8 ounces.

"Gentlemen, can you doubt the necessity of price education when some of our members are dispensing powders and capsules on prescription at 15 cents per dozen?

"As near as we can find out these exceedingly low prices are not made as an advertisement, but because they are thought to be the ruling prices for such prescriptions.

"In conversation with a member who ordinarily fills a prescription for 12 powders or capsules for 25 cents, he told me he thought that was the usual charge. When he learned he was an exception, that most druggists charged more, he willingly consented to raise his price.

"I think, gentlemen, that there are very few members of our association—in fact, very few druggists, whether members or not—who will fail to advance their prescription prices when they learn that they are charging less than a majority of the druggists throughout the State.

"We recommend the following schedule merely as a basis from which to fix the actual price of each prescription, by increasing the schedule in case of expensive drugs—or in case of very common or well-known drugs or proprietaries which may be known to the customers it might be wise to charge less—as, for example, a prescription reading Tr. Nux Vomica, $\mathfrak{z}\text{iv}$; Elixir Calisaya, q. s. ad $\mathfrak{z}\text{v}\text{ij}$, we should charge full schedule price; but for one reading Gray's Glyc. Tonic Co., one bottle, we could in most cases only charge \$1 or \$1.25, and a prescription for Bromidia, $\mathfrak{z}\text{iv}$, we should be obliged to raise on the schedule.

"It is our earnest desire that the members express themselves freely on this subject. If your committee accomplishes nothing more than to awaken enough interest to cause an earnest discussion of the question, we shall consider our time well spent.

"You will notice that the schedule recommended by your committee is on the average a little higher than the average prices ruling to-day. In justification of this increase we wish to call your attention to the fact that many goods which we use in prescriptions are higher to-day than five years ago. Rents are higher, and also clerks' wages. Why should we bear all this extra expense and charge our customers on a basis of five years ago? Again, the increased use of proprietaries is cutting the profits on our prescription business very materially, and the only way we can make up for these losses and increased expense is to advance our retail prices.

"A customer does not object to paying a physician \$2 or more for his services, and should not object to paying the druggist a few cents more than a commercial profit to partly recompense him for his skill and professional knowledge.

"Supposing your annual prescription business is 3,000, and there are few druggists that fill less than 3000 a year, including refills, an average advance of 10 cents on each prescription would put \$300 more in your profit column without any additional expense.

"In recommending this advance in prices we do not consider it simply as an arbitrary demand on our customers; we consider it as our just dues, as a partial squaring of the account which the public owes to the careful, conscientious druggist.

"The schedule which your committee begs leave to recommend is as follows:

Liquid.		Powders.		Capsules.	
$\frac{1}{2}$ oz.	.....\$0.25	6 or less.	.....\$0.25	6 or less.	.....\$0.25
1 "	......30	8	......35	8	......35
2 "	......40	10	......45	10	......45
3 "	......50	12	......50	12	......50
4 "	......60	15	......60	15	......60
6 "	......75	24	......75	24	......75
8 "t'sp'nfl dose	......95	30	......90	30	......75
8 "t'blesp. dose	......90	36	......1.00	50	......1.00
12 "	......1.25			100	......1.50
16 "	......1.50				
Ointments.		Tablets.		Pills.	
$\frac{1}{2}$ oz. or less.	.....\$0.25	6 or less.	.....\$0.25	6 or less.	.....\$0.25
1 "	......35	8	......35	12	......40
2 "	......50	10	......40	24	......60
4 "	......75	12	......50	30	......75
8 "	......1.00	15	......50	50	......1.00
		24	......75	100	......1.25
		30	......75		
Suppositories.		50	......1.00	Bland's, ready made on prescription. ....\$1.00 Bland's, fresh made on prescription. ....\$1.25	
3 or less.	.....\$0.25	100	......1.50		
6	......40				
12	......75				

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Washing or Household Ammonia.—H. A. D.—We have published innumerable formulas for this preparation in the past. Perhaps the most complete review of the subject was made in the *AMERICAN DRUGGIST* for November 11, 1901, p. 290. It is generally conceded, we think, that the most satisfactory preparations of "liquid ammonia" are those which owe their detergent properties to ammonium oleate in watery solution. A simple formula for the preparation of an article of this kind is given in MacEwan's work on "Pharmaceutical Formulas," as follows:

Oleic acid.....	3i
Alcohol	3i
Solution of ammonia.....	3viij
Distilled water to.....	3xvi

The directions for the compounding of these ingredients are simple. The oleic acid contained in a bottle of a suitable size is mixed with the alcohol and ammonia, which have been previously mixed together. The whole is then shaken vigorously, and the bulk made up to 16 ounces with distilled water. As it takes several days for complete saponification, the bottle should be corked tightly and allowed to stand a week or more before being offered for sale.

The type of ready made ammonia solutions is represented by the following formula:

Green soap.....	lb. 1
Stronger ammonia water.....	gal. 1
Distilled water to.....	gal. 4

Dissolve the green soap in half the water, dilute the ammonia with the remainder of the water, and mix.

The following formula yields "cloudy ammonia":

Potassium carbonate.....	3i
Borax	3i
Green soap.....	3ss
Stronger ammonia water.....	3iv
Distilled water.....	3viij

Heat the water and dissolve in it the soap and potassium carbonate, then add the borax, and when cold the stronger ammonia water.

Perfume is frequently added, the more popular odors being lavender and violet, though a mixture of citronella, cinnamon and cloves is sometimes used, as in the following formula of German origin:

Borax	Gm. 60
Cinnamon oil.....	gtt. 10
Clove oil.....	gtt. 6
Citronella oil.....	gtt. 6
Alcohol	Gm. 8
Ammonia water.....	lt. 7.5

Dissolve the borax in the ammonia and the oils in the alcohol and mix the two solutions.

Grades of Strength of Ammonia Water Explained.—H. A. D. also asks us to explain what is meant by the term 16, 20 and 26 degrees ammonia.

The ammonia water of the market designated as 26 degrees, or concentrated, corresponds with the Stronger Ammonia Water of the U. S. Pharmacopœia, while that designated at 16 degrees corresponds to the official 10 per cent. solution, or simple Ammonia Water of the Pharmacopœia. The 20-degree strength represents a corresponding dilution from the 26-degree water of ammonia.

Preserved Ginger.—W. W.—The preparation sold under this name is an imported article, the finest quality coming from Jamaica, though the Chinese preserve is ac-

counted equally good if not better by people who have used both varieties. It differs from the candied ginger of the market, being prepared by a different process. The finer grades of preserved ginger are made from the young tubers, which are put forth every spring by the perennial rhizome of the plant. These are carefully picked, scalded, washed in cold water, and then peeled to remove all discolored and hard parts. The roots are then covered with a weak syrup (sugar, 1 pound; water, 7½ pints; the amount calculated for 12 pounds of ginger) and left for two days, the syrup being poured over the roots while boiling hot. After standing for a week or ten days the syrup is drawn off and replaced by a stronger syrup, and this is repeated two or three times, the ginger being lastly allowed to drain on a hair sieve, after which it is returned to the jar and the final syrup poured over it. This syrup is made of full strength and applied boiling hot. The whole is then allowed to stand till cold when the ginger is picked out and packed into the bottles or jars in which it is to remain. The ginger should be packed close, and syrup added right up to the cork to leave no room for air.

Tube Library Paste.—L. B. S.—An excellent library paste for use in compressible tubes can be made from dextrin after a formula by Frank Edell, which was published as an original communication in a previous issue of the *AMERICAN DRUGGIST*. The formula represents the result of considerable experimentation to produce a satisfactory paste. In this formula white dextrin is called for, and it is important that the white refined variety should be used. Of equal, or perhaps greater, importance is the careful observance of the directions for the ripening of the paste. The method of manufacture is as follows:

White dextrin.....	lbs. 5¼
Water, heated to 160 degrees.....	gal. 1
Oil of wintergreen.....	dr. ½
Oil of cloves.....	dr. ¼

Dissolve the dextrin in the hot water by rubbing it up in a heated mortar; cool slightly and incorporate the essential oils by brisk stirring. Pour the paste into bottles and jars of suitable capacity, and after corking tightly place the containers away in a cool place (preferably in an ice box or cold cellar), where the paste may congeal and ripen. The time required for the ripening process, the observance of which is imperative for the production of a satisfactory paste, varies, but generally extends over a week or a fortnight, though the ripening may be hastened by placing the bottles in a cooling chamber in which the temperature is maintained at 40 to 45 degrees for several days.

Paprika—Hungarian Pepper—Sweet Cayenne.—M. L. B. writes: "I have been asked for information regarding the botanical derivation of the red pepper, which is added as a condiment in the preparation of Hungarian goulasch, and being unable to find any reference to the plant in the Dispensatories, I should be greatly obliged if you would tell me something about it."

Paprika, the Hungarian red pepper, is the powdered fruit of a variety of *Capsicum annuum* Linné, which is grown generally throughout Hungary. Many varieties of the species are cultivated and used for conversion into the paprika of the market. Some of these varieties are distinguished by the size and shape of the fruit and their milder or sharper flavor. The natives of Hungary have their own preferences in the matter of the taste and flavor

of the paprika condiment. Some paprikas are more pungent and less sweet than others, and these qualities depend to some extent upon the nature of the soil where the capsicum is grown, and in part also upon the method of cultivation. The variety of paprika most esteemed by the Hungarians is known as *Szegediner paprika*. It is an essential ingredient of many of the Hungarian dishes, especially goulasch, a ragout of meat, onions and some vegetables. It is also used in a chicken stew, much as we use curry. The only pharmaceutical use for the pepper that we have heard of is as an adulterant of saffron, through its attachment to the styles of the crocus by means of honey.

To Exterminate Fleas.—W. S. S., of Pawhuska, I. T., writes: "In answer to the query of W. L. S. in your last issue, as to what to use to exterminate fleas, I would say that the Osage Nation is the natural habitat of the flea, and I have found that powdered sabadilla seed, variously known by the people of the South as 'sipedilla,' cevadilla and savadella, is the remedy, *par excellence*, for these pests, used as ordinary insect powder."

U. S. Navy Pharmacists.—P. S.—Information as to the qualifications required of applicants for enlistment in the hospital corps of the navy, and the form of application may be obtained by addressing the Bureau of Navigation, Navy Department, Washington, D. C. Pharmacists are paid from \$700 to \$1,800 per annum, according to length of service, besides the usual rations allowance of \$9 a month.

Petrolatum Cold Cream.—H. A. D.—A working formula for cold cream "made with white vaseline or petrolatum" was printed in the *AMERICAN DRUGGIST* for September 28, p. 169.

"Ajax" Numbering Machine.—The address of the manufacturers of this numbering machine is desired by George A. Scherer, 206 Main street, Bowling Green, Ky.

Artificial Rubber.—A process for the manufacture of synthetic rubber forms the subject of a French patent. One hundred parts of coal tar are heated with 25 parts of boric, phosphoric or hydriodic acid to boiling, when the vapor is ignited and allowed to burn till a green flame shows. Oxygen current is then applied at a temperature of 60 degrees C. The result is a brown highly elastic body resembling rubber, and forming an excellent substitute.

CORRESPONDENCE.

The Bellevue Hospital Formulary and the Newspaper Press.

To the Editor:

SIR: Among the ridiculous statements which have been published in the daily press in connection with the new edition of the Formulary of the Department of Charities and Bellevue and Allied Hospitals, is one to the effect that these formulas are to be incorporated in the National Formulary. I have said to the representative of the associated press that many of the formulas of Dr. Chas. Rice's previous editions were incorporated in that work, but the present work, as every pharmacist and physician knows, is entirely apart from the National Formulary.

Yours very truly,

W. E. DREYFUS, PHIL. D., Chemist.

GENERAL DRUG DEPARTMENT, BELLEVUE HOSPITAL,
NEW YORK, November 5, 1903.

BUSINESS BUILDING.

This Department is devoted exclusively to the discussion of ways and means of increasing the pharmacist's business. The Department Editor will be glad to answer promptly all questions pertaining to advertising, to criticize advertisements, suggest improvements, and advise upon plans and schemes.

HOLIDAY ADVERTISING.

THE druggist who goes in for holiday trade must advertise early for late selling.

Unless he gets ahead of the big emporiums in laying his plans and holiday attractions before his buying public he will find his audience so absorbed in the counter attractions of his larger rivals that few will give attention.

Immediately after Thanksgiving the big stores begin their Christmas advertising campaign. Rumors and rumblings of the coming struggle have been heard before this, but in the newspapers of the Sunday following Thanksgiving Day comes the bugle call that awakens us to a full realization of the fact that Christmas is only four weeks off.

The "women folks" then begin to lay their plans, and singly or in groups of two or three start off for the nearest big shopping center "to look around."

After the campaign has been on for a week, the "shopping madness" begins to seize them, and the groups increase to crowds. In the second week it is an "army" of shoppers; the third, a vast multitude; and, in the fourth, the whole nation—men, women and children—run riot through the shops day after day; our women folk returning home each night distraught, disheveled and desperate with the knowledge that not half the things they wanted have been obtained, and the things that they had previously "made up their mind" to buy were "all sold."

The necessity for an early announcement of his holiday plans and attractions on the part of the druggist is obvious.

His public must be reached before the big advertisers get them. His advertising, his window displays and store decorations should be first in the field; to be seen and talked about while the subject is new and the eye fresh—before his public have seen the displays of the big stores, and their minds and eyes filled with the sights and impressions of store and window decorations on so vast a scale that his must perforce pale into insignificance in comparison. Therefore begin your campaign the day before Thanksgiving, if possible, or not later than the following Monday.

If you are situated in a small town where there are usually a number of visitors who spend the holiday there, it is a good plan to start off with a window display of souvenir goods and the first arrivals of holiday goods. Have the store interior simply and prettily decorated, planning the decorations so that they will be appropriate to the day and admit of being added to later on to form the full Christmas trim.

Increase your newspaper advertising space in the current issue to four times the regular amount, and have the space, at least, two columns wide.

In this space make your announcement and issue your invitation to the public. Tell them what you have and what you intend to do—what you will have later on and what you hope to accomplish in the way of service to them.

Tell your story plainly—simply—stick strictly to business, and *don't make it brief*. Go into details—name each class of goods—the varieties in each line and the range of prices, somewhat after the style of the ad in the cen-

CHRISTMAS GIFTS

Sterling Silver
Decorated China
Cut Glass
Ebony, Celluloid
"French Stag"
Ormolu Gold
Etc., Etc.,

Perfumes in finely decorated packages at from 25c to \$6.00.
 Pocket Knives, 25c to \$3.00.
 Razors, 75c to \$3.00.
 Scissors, 25c up, plain or silver handles.
 Shaving Sets, Shaving Mugs, and Lather Brushes of the quality.
 Comb and Brush Sets from 90c up.
 Military Hair Brushes, \$1.50 up.
 Pocket Books, 25c up.
 Chatelaine and Wrist Bags, 60c up.
 We have an immense assortment of small articles in Sterling Silver at prices from 25c up. Our stock of Sterling Goods is the largest ever shown in the city.
 Come and see our Window Decorations.

SALE OF STATIONERY

This week we put on sale, at reduced prices, our stock of box stationery. Want to clear it out before getting in our holiday stocks. Some that are odd or stocks that will not be duplicated, or that have soiled are marked at half usual prices, while the prices of lines are two-thirds of regular.

Papeteries at 10c. a box that were 15c., 20c. and 30c.
 Papeteries at 15c. that formerly sold for 20c., 25c. 25c. for 50c. papers, etc., etc.
 See them in our show windows.

It would be hard to get together a better collection of Gifts than we are showing in our "New Gift Room." We have all the "good things" in Royal Austrian, Royal Bavarian and Limoges China, just as soon as they are put on sale.

Cake Plates.....	5c to \$1.50
Crochet Jars.....	5c to \$2.48
Olive Dishes.....	6c up
Tea set, 3 pieces.....	5c to \$2.48
Comb and Brush Trays.....	5c to \$1.50
Celery Trays.....	\$1.48
Salads.....	5c up
Chocolate Pots.....	6c to \$2.48
Cakebaskets.....	\$1.50
Chop Dishes.....	\$2.48
Tankards.....	\$4.25
Bon Bon Dishes.....	\$1.50
Fancy Wall Plaques.....	\$1.50

Popular useful things make good gifts. Visit our "New Gift Room."

PERFUMES.

We have just received a fresh line of "Palmer's Perfumes." Every one knows Palmer's quality. THE BEST. We stock them because we believe them to be the best line of perfumes made in America or France.
 Take Palmer's Garland Violet, for instance, and compare it with a French violet. Its true, sweet odor of the flower is the last trace, whereas the French extracts being mostly built up on a mass of Ambergris foundation, lack delicacy and bear a meanish after odor.

Extracts are 10c., 25c., 50c. and \$1.00 per Bottle, or 40c. an Ounce in Bulk.
 Garland of Violet and Garland of Rose 50c. and \$1.00 per Bottle, 50c. an Ounce in Bulk.
 Toilet Waters 50c. and \$1.00.
 Florida Water 50c. and 10c.

Christmas Gifts

See them before doing any of your Christmas shopping

A look now, may save you much travelling.

Our stock of Holiday Goods is larger and better than ever, this year, and prices a shade lower than even the very low prices of last season.

As we have before mentioned, we have an arrangement with a large New York jobbing house whereby, on December 1st, we take the balance of their entire stock of Holiday Novelties at from one-fourth to one-half regular wholesale prices. This arrangement is mutually advantageous, it enables the wholesaler to clear out his stock, and gives us a large assortment of fine goods in which there are few duplicates. Then, the prices, "Big Store," or little stores, cannot touch us on price. We are selling now at prices lower than the big stores will be selling at next month, during their after-holiday reduction sales. These goods are first-class in every respect, the house in question, being a high class establishment, does not carry the trashy stuff usually designated as "Holiday Goods."

This line comprises all sorts of novelties for use and ornament: Triple Mirrors, Shaving Glasses, Fancy Vases in ormolu gold and decorated glass, Candelabra, Boudoir Clocks, Brush and Comb Sets in celluloid, ebony and aluminum, Perfume Sprinklers, Talcum Boxes, Burnt Wood and Leather Work, Decorated China furnishings for the toilet table, etc. Prices range from 25c. to \$5.00.

Sterling Silver Small Wares

are an all the year round stock with us, although our stock at this time of the year is larger than usual. We never had so big a stock of silver as we have at present and our experience in former years has taught us that the best sellers are the smaller pieces in first-class goods, so we have a very large variety of articles to select from at from 25c. to \$2.00, with a smaller number of choice pieces ranging as high as \$7.00 or \$8.00. In Sterling Silver goods we confine our stock to what are known as "toilet articles," mostly, leaving jewelry, things used for personal decoration, to the jewelry stores.

In fine Leather Goods, we have Ladies Pocket Books and Purses, the new style Wrist-Bags with chain, Chatelaine Bags, Men's Wallets, Bill Folds, Cigar Cases and Purses, etc. We carry only the good grades in leather. Prices, 25c. up to \$3.00.

Our Perfume Stock, as usual, contains every good odor of every good make, in plain and fancy bottles, at 25c. to \$2.00.

Pocket Knives, Scissors, Manicure Files and Razors, in both low priced and the finer grades.

Next week our show windows will be decked out in their holiday garb, don't miss seeing them.

Last week we picked up a small lot of imported hair brushes a little more than half the regular wholesale price, and, as is our custom, when we get hold of a "special" of this kind, we pass the bargain along to our customers, instead of selling the goods at regular retail prices and making an extra profit on them.

The goods are all "first-class" no imperfects or seconds, full regular made. The "solid backs" are all of French make.

At 25c Medium size, oval vaneer back, various woods, mixed bristles—9 rows. Good value for the money.

At 33c French made, solid back, in Fox or Olive wood, small square with 8c.

At 45c French made, medium oval, solid back, Fox or Olive, 9 rows with 12c.

At 72c Large size, barber's style, 12 row gray bristles, screw'd Rosewood back—extra stiff. Value \$1.00.

At 88c Extra large, oval, French, solid Slatewood back, 11 row OKTRA (Biberia) bristles, tufted—extra stiff. T is regularly sold at \$1.50 or more.

At 98c Extra large, gray bristles, barber's style—15 rows—extra. Rosewood back screw'd on. Worth \$1.50.

Holiday Goods

We have plenty of fine things yet to select from, although the selling has been greater than any previous year. All our Holiday goods are staple lines with us. We buy nothing that must be stowed away until next year. We carry at all times a fine stock of fancy things suitable for wedding or birthday gifts, or any occasion requiring a gift, favor. Our prices are lower than those of the big stores; as many of our customers who have made comparisons, have proven.

Novelties

AT LOW PRICES.

carry the largest stock of "fancy goods" and "druggeries" of any store on "Always some-thing new, at a low price" for we are constantly searching the market for new and desirable goods. This week we show in our show windows, Gold Decorated Glassware for the toilet table; Trinket Trays, Jewel Boxes, etc., at only 10 cents.

looking Dutch Mugs, made of variegated glass in the shape of agate, at 15 cents each.

new lot of Hair Brushes at 25c. each; the best 25 cent have ever seen.

have a splendid stock of high grade hair brushes, of a line of the well-known "Adams" brushes at from 25c. to \$3.50.

toilet Brushes, up to \$7.00 pair.

toilet Hand Scrubs, extra large size, at 10 cents.

quality Whisk Brooms, full size, 10 cents.

Shaving Utensils

Razors, Cups, Strops, Lather Brushes, Soaps, Pomade, Lavender Water, Etc.

We keep a complete line of everything needful for the man who shaves himself. Razors 75c., \$1.00, \$1.50, \$2.00 and \$3.00.

We recommend the Wade & Butcher Razor (Best Grade) at \$1.50. It has as finely ground a blade as any razor made and always gives satisfaction to the user.

We have a cheaper grade Wade & Butcher at 75c.

Strops—Swing, box and belt strops, 25c., 50c. and \$1.00.

Cups, 25c. to 90c.

Lather Brushes, 10c., 25c., 40c., 50c. and 80c.

guaranteed pure Badger hair brush at 80c.

toilet cake and stick soaps 6c. to 25c.

toilet the bath and toilet as well.

Don't Let Christmas Rush You

Be Christmas.

those weeks will be a hurry and a little to accommodate the thousands and thousands who must complete their Christmas shopping in that time. Just three weeks for leisurely and careful inspection of the choice and exclusive things that are now, that will disappear from day to day and that cannot be duplicated.

Some Specimens of Christmas Advertising.

ter of the group shown here. Have your ad set up in similar style, also with your name prominently displayed in the heading, "Christmas Gifts at —'s." Use no border, but instruct your printer to leave ½ inch of white space between the ad and column rules of the newspaper all around.

If there is time, ask your printer to submit a proof of the ad before publishing it. Go over it carefully, making necessary corrections, and add to it all the things you forgot to mention in the first writing.

After it has appeared in the newspaper have the publisher print off a sufficient number of impressions to distribute in your business field.

Use a fairly good "bond" or "linen" writing paper with first-class "job" ink, dark-blue or black, and have 1 inch or 2 inches of margin on all sides of the printing.

These circulars will be comparatively inexpensive, as their cost includes only the paper and press work.

Order a sufficient number to distribute one to each family in your territory, and leave 100 or 200 over to place on the store counter.

It is sometimes a good plan to add a postscript to the circular offering some sort of a bait or decoy to get people to come in and look over your stock during the first week while it is fresh and complete. A sample bottle of perfume or similar article will answer as the "gift."

WAR ON PRICE CUTTING.

Manufacturers of Proprietary Medicines Take Definite Steps for the Suppression of the Cutter—A Systematic Campaign to be Waged.

INFORMATION BUREAU ESTABLISHED.

Detailed Account of an Epoch Making Meeting in New York.

PURSUANT to a call sent out by President D. S. Chamberlain, the Proprietary Association of America held a two days' special session at the Hotel Manhattan, in this city, on November 9 and 10. The meeting was noteworthy in many respects. Never before had the manufacturers been called together purposely to discuss the one great question that for years has agitated the drug trade—price cutting. They responded to the call from all sections of the country, and the meeting was one of the most important held by the association in years. Leading jobbers were summoned to the conferences. Their active co-operation in the new campaign was asked and promised. And nothing could more plainly have shown the proprietors' sincerity in this matter than their recognition of the representatives of the N. A. R. D., who were on hand. The retailers had not been invited to attend, but they were admitted and welcomed, a radical departure from the policy of previous meetings of the P. A. of A., which have been decidedly exclusive, and this in itself was a most potent factor in bringing the manufacturer and retailer into closer relations than ever before. It was admitted that the failure of the tripartite agreement had been due largely to the proprietors themselves; but the plan itself, if strictly lived up to, was considered the best means to accomplish the end desired, and now that so many of the large manufacturers will see to its rigid enforcement, there is reason to expect beneficial results. The direct contract and serial numbering plan was not considered practicable, and there is no prospect, for the present at least, of its extension to other proprietary articles generally.

EVENTS LEADING UP TO THE MEETING.

Just prior to the N. A. R. D. convention in Washington, the Executive Committee of the Proprietary Association, it will be recalled, held an important meeting in Buffalo. It was announced that some plan for checking the price cutting evil was under discussion, but the exact nature of the scheme was not disclosed. Then came the N. A. R. D. convention last month, which was attended by some of the largest proprietors, whose goods are classed among the "big sellers," such as F. W. Schumacher, of the Peruna Drug Mfg. Company; E. W. Grove, of the Paris Medicine Company; Dr. V. Mott Pierce, H. L. Kramer, Geo. A. Newman, of the California Fig Syrup Company; W. F. Mitchell, of the Chamberlain Medicine Company; M. N. Kline, of Smith, Kline & French Company, and others. At that convention a meeting of the Conference Committee of wholesalers, proprietors and retailers was held. It was at that meeting, or conference, that the proprietors made the promise which they fulfilled at the recent meeting in this city. The exact wording of that promise, which also gives some idea of how the manufacturers intend to proceed, follows:

"Knowing that aggressive cutters are the enemies of the drug trade, and believing that no manufacturer or jobber who is a friend of the retail druggists should encourage these enemies by furnishing them either aid, comfort or supplies, we individually propose to use our utmost endeavors to secure such added efficiency to the tripartite plan as will bring about greatly improved conditions.

"To effect this improvement we individually propose to act promptly and faithfully in using our utmost power to prevent the sale of our preparations by cutters. We also propose to place capable agents of our own in localities where the prevailing prices do not afford a satisfactory profit, and thereby earnestly co-operate with the retail trade of such localities in the organization of the trade and in the maintenance of prices satisfactory to the trade of such localities."

The foregoing was part of a statement submitted to the conference and signed by

F. W. Schumacher, Peruna Drug Mfg. Company, Columbus, Ohio.

Dr. V. Mott Pierce, World's Dispensary Medical Association, Buffalo, N. Y.

W. F. Mitchell, the Chamberlain Medicine Company, Des Moines, Iowa.

G. A. Newman, the California Fig Syrup Company, Louisville, Ky.

W. A. Talbott, the Piso Company, Warren, Pa.

W. H. Grove, the Pinkham Medicine Company, Lynn, Mass.

Z. C. Patten, the Chattanooga Medicine Company, Chattanooga, Tenn.

E. W. Grove, the Paris Medicine Company, St. Louis, Mo.

A. L. Bailhache, Horlick's Food Company, Racine, Wis.

The annual meeting of the Proprietary Association in Boston last September adjourned subject to the call of the chair. The recent special meeting here, therefore, was called, as stated, by President D. S. Chamberlain, of the Chamberlain Medicine Company, Des Moines, Iowa. Many members arrived here as early as Saturday and more came on Sunday. There were informal conferences in the lobby of the hotel, groups here and there, all discussing the issue which they had been called to settle. Sunday afternoon several of the proprietors gathered in President Chamberlain's room and talked matters over. So far as could be learned, however, no definite plan to deal with substitution as a separate issue was adopted. The sentiment of those present seemed to be that substitution was not the real, but a dependent, issue, and that its existence was in a large measure due to price cutting. Cut rates had demoralized trade, reduced profits to a ruinously low figure, and forced retailers to resort to substitution more or less extensively.

THE OPENING SITTING.

The first sitting of the special session was called to order at 10 o'clock Monday morning, the proceedings taking place behind closed doors. After rapping for order, President Chamberlain, in a few words, explained the purpose of the meeting. He briefly reviewed what had led up to this special call and emphasized the importance and necessity of taking remedial action against the abuse from which all three branches of the trade were suffering. The proprietors had not suddenly come to realize the gravity of the cut-rate situation; they had given the matter much serious thought, and the present meeting was the outcome of most careful deliberations, begun some time ago. The meeting had been called, he said, to fulfill the promise made at Washington, and to give more tangible proof that the proprietors are the retailers' friends and are anxious to do all in their power to bring about better conditions in the patent medicine trade. The situation demanded immediate and decisive action.

In the early discussions and remarks a good deal was said about substitution, and suggestions were made how to cope with that evil. Harry L. Kramer, for instance, suggested a plan which, in a general way, contemplated the raising of two or three hundred thousand dollars with which to fight substitution, and to invoke the aid of the courts in protecting the trade rights of legitimate manufacturers.

A POSITIVE STEP TAKEN.

At half-past one, when the first session adjourned, material progress had been made. The first step toward active co-operation with the retailers had been taken. A resolution was passed expressing the sentiment of the meeting, that each proprietor contribute \$25 to the support and maintenance of an Informa-

tion Bureau, with Thomas V. Wooten, of Chicago, at its head, the idea being to obtain information as to whom among prospective customers it would be undesirable to sell to. When the retailers, through this bureau, furnish evidence that a certain retailer in any section or place is a disturbing factor, because of his price cutting, the manufacturers agree to cut off his source of supply, direct or indirect. In other words, they promise to see to it that their goods are not handled by aggressive cutters. "Give us the proof," they have said to the retailers, "and we will do the rest." The manufacturers do even more than that. They agree to bear the expense of obtaining such information. The resolution is very carefully worded—purposely so. It is not binding upon the association as a body, or, in fact, upon the members. The association's constitution prevents any such action. Therefore, whatever is done in this matter will be done by the members as individuals.

N. A. R. D. REPRESENTED.

Two members of the N. A. R. D. Executive Committee were present—John C. Gallagher, of Jersey City, and Charles Reh-fuss, of Philadelphia. F. E. Holliday, vice-chairman of the Proprietary Committee of the N. W. D. A., was also there.

At the afternoon session on Monday Messrs. Gallagher and Reh-fuss were admitted upon their own request, and both made brief remarks. They expressed appreciation of the courtesy of being allowed to attend the meeting, and thanked the proprietors for the privilege. They assured the latter of the loyal support of the N. A. R. D. in any plan which the manufacturers thought would accomplish the results desired.

REPRESENTATIVES WELCOMED.

F. W. Schumacher and M. N. Kline responded. On behalf of the proprietors, they cordially welcomed the N. A. R. D. representatives, and assured them that the manufacturers would take immediate steps to aid them in combating cut rates. A number of proprietors had agreed to enforce the amended tripartite plan, and others would probably join the movement, especially if the retailers give the undertaking the proper and necessary support. There was need, it was pointed out, of considerable educational work yet to be done among the retailers of the country, and hope was expressed that efforts would be continued by the N. A. R. D. to make that organization even more representative of the retail pharmacists of the country. If the work now mapped out by the manufacturers were faithfully and actively supported, there was no doubt that good results would follow.

JOBBERS TAKE A HAND.

Shortly after 4 o'clock, after the proprietors had received and talked with the representatives of the retailers, a conference with leading wholesale druggists of this city was called.

JOBBERS IN ATTENDANCE.

Among the jobbers present, or represented at Monday's meeting, or later at the Tuesday conference, were W. S. Mersereau, of Schieffelin & Co.; Alfred H. Kennedy, of Chas. N. Crittenton & Co.; Charles S. Littell, of R. W. Robinson & Son; A. Bakst, of Bakst Bros.; E. A. Snowber, of Elmer & Amend; Warner James, of Towns & James; Jacob Weil, of Britt, Loeffler & Weil; William P. Ritchey, of Bruen, Ritchey & Co.; Albert Plaut, of Lehn & Fink; George C. McKesson, of McKesson & Robbins; Stanley Jadwin, representing Orlando H. Jadwin, and Paul Brickelmaier, of Henry Klein & Co. Mr. Holliday was also present.

THE JOBBERS WELCOMED.

Speeches were made by several of the proprietors. Dr. V. Mott Pierce said he was pleased to see so representative an attendance of the wholesale interests. The retailer and proprietor, he said, had met on common ground, and it was to the interest of all concerned that the jobber co-operate. Mr. Schumacher spoke along similar lines. His remarks, as usual, were terse and to the point. The retailers demanded that some action be taken, and at once. The manufacturers themselves saw the necessity of decisive action also on their own account, and they expected the hearty support of the jobbers. Price cutting had caused all three branches of the trade heavy losses. H. L. Kramer, President Chamberlain, M. N. Kline, W. H. Gove, E. W. Grove and others also spoke in like vein. Messrs. Kennedy, Mersereau and Ritchey voiced the desire of the jobbers to join in any movement that would benefit the retailer, for the prosperity of the retailer obviously benefited the jobber. The latter would co-operate even under the prospect of losing trade temporarily. Not all of the jobbers named were present at the late session on Monday, and adjournment was taken until Tuesday at 10 a.m. The N. A. R. D. representatives were not in the conference with the wholesalers.

TUESDAY'S SITTING THE MOST IMPORTANT.

The session on Tuesday was probably the most important. It opened at 10 o'clock. Messrs. Gallagher and Reh-fuss were there. The suggestion was made that the N. A. R. D. carry on the proposed organization work themselves, supported morally and financially by the proprietors. The N. A. R. D. representatives, however, insisted that it was up to the proprietors to keep their promise, made at Washington. Mr. Schumacher, of the Peruna Company, agreed with them, as did other manufacturers. The morning session adjourned at noon, after which the committee in charge of working out details of the manufacturers' plan (which was made known to the retailers in a general way at Washington) held a meeting. The committee was in session until about 2 o'clock, having elected Dr. V. Mott Pierce chairman, in place of Mr. Schumacher, who could not be prevailed upon to continue in that capacity. At 4 o'clock there was another conference with the jobbers, at which the manufacturers' committee outlined the new plan of action. Details of the plan are yet incomplete, but the general idea may be summarized as follows:

SUMMARY OF WHAT WAS DONE.

Twelve of the leading proprietors—the number is expected to be increased later—have agreed to contribute \$100 a month to carry on the work of enforcing price schedules, organizing different sections, etc., and every step taken by these firms will be as individuals. Minimum price schedules will be decided upon by the larger retailers in different sections. For New York the schedule is likely to be from 73 to 77 cents as a minimum on dollar articles, and 40 cents on articles marked to sell at 50 cents. No attempt will be made to enforce full prices, though any retailer will be at liberty, of course, to get full prices wherever possible.

Tuesday's session did not end until nearly 7 p.m. Adjournment at that hour closed a convention which promises to be the beginning of a better era for the entire drug trade.

Following is a complete list of the proprietors present at the meetings:

Frederick Ashenbach, of Ashenbach & Miller, Philadelphia; A. J. Horlick and Arthur Lee Bailhache, Horlick's Food Company, Racine, Wis.; Dr. J. M. Munyon and George B. Bower, of Munyon's H. H. Remedy Company, Philadelphia; D. H. Chamberlain, Chamberlain Medicine Company, Des Moines, Iowa; F. J. Cheney, Cheney Medicine Company, Toledo, Ohio; E. C. De Witt, E. C. De Witt & Co., Chicago; William S. Douglass, Douglass Mfg. Company, New York; T. B. Dunn, of the T. B. Dunn Company, Rochester, N. Y.; O. E. Foster, Foster-Milburn Company, Buffalo; W. H. Gove, Lydia E. Pinkham Medicine Company, Lynn, Mass.; E. W. Grove, Paris Medicine Company, St. Louis, Mo.; A. S. Hinds, Portland, Maine; F. Hiscox, Philo Hays Specialties Company, Newark, N. J.; M. M. Hall, Hall & Ruckle, New York; Mr. Hoge, Dr. Green Nervura Company, Boston; F. T. Hopkins, Jr., New York; William Holloway, of Johnston, Holloway & Co., Philadelphia; J. A. Hamlin, Hamlin's Wizard Oil Company, Chicago; J. N. and A. L. Jaros, of Mariani & Co., New York; Alfred H. Kennedy, C. N. Crittenton Company, New York; M. N. Kline, Smith, Kline & French Company, Philadelphia; George McC. Kountz, Duquesne Distributing Company, Harmerville, Pa.; H. L. Kramer, Sterling Remedy Company, Kramer, Ind.; Joseph Leeming, Henri Nestle, New York; H. R. Lindsey, the E. E. Sutherland Medicine Company, Paducah, Ky.; Dr. Henry C. Lovis, Seabury & Johnson, New York; D. T. Mathers, Dr. G. G. Greene, Woodbury, N. J.; J. G. Patten, Chattanooga Medicine Company, Chattanooga, Tenn.; E. E. Morgan, Abbey Effervescent Salt Company, New York; George A. Newman, California Fig Syrup Company, Louisville, Ky.; Dr. V. Mott Pierce and Mr. Pease, World's Dispensary Medical Association, Buffalo; W. J. Pinckney, Himrod Mfg. Company, New York; Frank H. Ranson, D. Ranson, Son & Co., Buffalo; Joseph Schenck, J. H. Schenck & Son, Philadelphia; F. W. Schumacher, Peruna Drug Mfg. Company, Columbus, Ohio; E. A. Sheets, Denver Chemical Company, Denver, Col.; Dr. C. I. Shoop, Racine, Wis.; W. B. Stewart, Allcock Mfg. Company, New York; Dr. C. H. Stowell, J. C. Ayer Company, Lowell, Mass.; W. A. Talbott, Piso Company, Warren, Pa.; Chas. H. Thayer; C. B. Zellin, J. H. Zellin & Co., Philadelphia; C. W. Griffith, of Scott & Bowne, New York.

VIEWS OF THE TRADE.

Commenting on the recent meeting of the proprietors, John C. Gallagher, of the N. A. R. D., said to the AMERICAN DRUGGIST representative that it was the first meeting of the manufacturers at which any real, decisive action had been taken in support of the anti-cut-rate movement. "That the proprietors," said he, "are now ready and willing to give serious thought to the matter and are taking such an active interest, whereas

formerly they were more or less indifferent, is a long step forward. The outlook certainly was never so bright as now. There is every reason to believe the proprietors are perfectly sincere and earnest in their avowed intention of helping the retailer, and they apparently realized the urgent necessity of doing something at once. I believe the jobbers will co-operate faithfully to make the new movement a success; it will be to their interest to co-operate. Each branch of the trade has its own part to perform and carry out in this matter, and all will be mutually benefited. As for the retailers, I know the N. A. R. D. will do all in its power to assist the proprietors and jobbers at every turn. Of course, you will find those who are skeptical about the tripartite plan, but they who denounce it most are probably the ones who will be the hardest hit by its enforcement."

When asked for some details of how the work would be carried on, Mr. Gallagher replied that the work would, of course, have to be mapped out by the proprietors, and the N. A. R. D. would co-operate and give all the assistance it could. He understood that the larger cutters would be asked to fix a minimum price schedule. A mistake was made when the tripartite plan was tried here by not first getting the big cutters in line. He also understood that the manufacturers would consider the use of trading stamps equivalent to cutting prices.

While New York jobbers have promised their co-operation, some of the leading wholesale firms have grave doubts of the success of the tripartite plan. Among the retailers, too, there are some who fear the plan will not prove a remedy for the cut-rate evil, although they admit that there is more likelihood of its succeeding now than ever before. William C. Alpers has no faith in the plan. He said too much attention is being given to the selling price, and not enough to the purchasing price. He believes that the formation of retail buying clubs among retail druggists offers the best solution to the cut-rate problem.

George H. Hitchcock, treasurer of the Manhattan Pharmaceutical Association, expressed doubts as to the ability of the proprietors to find out who supplies the cutters; he thought the same trouble would be experienced as formerly.

A. Bakst, of the New York Retail Druggists' Association, was quite optimistic over the new turn in the situation and as to the result of the proprietors' action.

ALUMNI CLUB OF THE CHICAGO COLLEGE OF PHARMACY.

Members Meet and Discuss Articles in the Drug Journals —Interesting Review of Current Pharmaceutical Literature.

The Alumni Club of the Chicago College of Pharmacy held its second monthly meeting of the season at the rooms of the Chicago Drug Trade Club on the evening of November 4. L. I. Schreiner presided.

The feature of the evening was the review of current pharmaceutical literature by members of the club. G. A. Brenke reviewed the contents of the *AMERICAN DRUGGIST* for October 26. A discussion on The Preservation of Syrup of Hydriodic Acid was followed by a proposition to increase the strength of this official syrup to 5 per cent. Professor Hallberg thought such an increase desirable, in that it would provide a suitable substitute for the alkaline iodides. Mr. Thorburn doubted the desirability of such a substitution from a therapeutic standpoint, and suggested that iodides of an organic base would be preferable. A lively discussion followed the presentation of the salient features of the Patent Commissioner's report on the petition of the committee chosen by the N. A. R. D. to confer with the President. Professor Hallberg was appointed a committee of one to draft resolutions expressing the sentiment of the club on this question for presentation at the next meeting.

Professor Day reviewed the leading articles in the *American Journal of Pharmacy* for October, especially Professor Schlotterbeck's paper on The Mydriatic Alkaloids.

Mr. Thorburn reviewed the October number of the *Druggist Circular*. The greatest interest was manifested in the editorial entitled A Menace to the Pharmacopœia. Professor Hallberg spoke of the proposition to make a general statement in the Pharmacopœia to the effect that the official requirements applied to the articles in the U. S. P. only when used for medicinal purposes, and also of the elimination of the common names, such as "sweet spirit of nitre," etc. Mr. Hereth, Mr. Schreiner and others took part in the discussion.

The correctness of the statement of Dr. Wiley in his address before the N. A. R. D. in Washington, D. C., recently, as reported in the *AMERICAN DRUGGIST*, that the Federal Government does not concern itself as to the quality of drugs imported, only as to the duty to be collected, was challenged by Professor Hallberg, who said that instead of its being a matter of indifference whether opium, for example, contains 5, 10 or 20 per cent. morphine the customs law levies a duty of \$6 a pound on opium containing less than 9 per cent. of morphine and opium prepared for smoking, while opium containing not less than 9 per cent. morphine is subject to a duty of \$1 per pound. Thus opium which falls below the U. S. P. standard is excluded from the drug market in the United States.

Several other journals were to have been reviewed, but the members who had agreed to take them were unable to be present.

Mr. Snow was appointed to arrange for the next meeting of the club, to be held at the same hour and place on December 2.

LORD, OWEN & CO.'S SETTLEMENT VACATED

Serious Charges Brought by Eastern Creditors—The Order for a Settlement on a 40 Per Cent. Basis Vacated by Judge Kohlsaat—False Statements Charged.

Chicago, November 15.—Eastern banks, acting through the National Union Bank, of Reading, Pa., have caused the order approving the settlement of Lord, Owen & Co. with creditors to be vacated. Judge Kohlsaat, after hearing arguments, set aside his former order, of November 2, and referred the case to Referee Eastman. The settlement was to have been made on a 40 per cent. basis. The petitioners charge that the partners made several false statements in a report regarding their financial condition, issued in January, 1902. The liabilities were estimated in that statement at \$395,289. The objectors say the amount should have been \$600,000. Real estate to the amount of \$182,000 was included, and it is charged the partners had none at that time. Bank and other stock, it is said, were placed at \$146,250, instead of \$50,000, and merchandise on hand at \$192,155, instead of \$148,000. The partners placed their surplus at \$550,000, whereas, it is charged, they had little, if any. It is alleged that the firm's private ledger was destroyed in order to throw creditors off the track. It was also charged that a loan of \$115,000 to Harvey B. Hurd was kept from the proper record and inserted in the books as an asset of the concern. Most of the charges are aimed against George S. Lord, who has been in a sanitarium since the failure.

PHILADELPHIA COLLEGE OF PHARMACY.

An Interesting Pharmaceutical Meeting.

A stated meeting of the Philadelphia College of Pharmacy was held on Tuesday afternoon, November 17, with Howard B. French, president, in the chair.

The regular programme, as announced, was preceded by the presentation to the college of a crayon portrait of the late registrar, W. Nelson Stem. The portrait was presented on behalf of the Memorial Committee by Prof. Joseph P. Remington, and was accepted for the college by Prof. Clement B. Lowe, each of whom spoke of Mr. Stem's faithfulness to duty and of his other personal qualities.

M. I. Wilbert, Ph.M., read a paper on The Centenary of the Society of Pharmacy of Paris, reviewing the early history of the society. From its reorganization in 1803 the society has been a purely scientific body, and has had enrolled on its list of members, as it now has, some of the most noted of French scientists. The organ of the Society, the *Journal de Pharmacie et de Chimie*, is the oldest pharmaceutical journal in the world, and was the prototype of the *American Journal of Pharmacy*.

Mr. Wilbert gave also a *résumé* of the later work on Radio-active Substances, which was illustrated by means of lantern slides, among these being a section photograph of the instrument devised by Madame Curie for the measurement of the intensity of the rays from radio-active substances.

Dr. Rodney H. True, of the Bureau of Plant Industry, United States Department of Agriculture, gave an address on The Cultivation of Medicinal Plants, illustrating the same with specimens of drugs obtained from plants grown by the Department of Agriculture. Dr. True stated that the main motive

for making experiments along this line arose from the fact that there is a shortage in the supply of a number of our native drugs, and of these he mentioned hydrastis, senega and cascara sagrada.

Prof. Henry Kraemer exhibited a living digitalis plant and also drug specimens of inula and belladonna, all of his own raising, and stated that he had seeds of both belladonna and inula which he would be glad to give to any desiring to use them.

George B. Weidemann, P. D., an apothecary, of Philadelphia, gave a demonstration of his method of making tablets and triturates on a small scale, using a hand machine, and incidentally remarked that, not considering the question of time, it is more economical for the apothecary to manufacture this class of preparations than to buy them of the wholesale manufacturer.

DRUGGISTS' CO-OPERATIVE FIRE INSURANCE.

Difficulties in the Way of Forming a Company—Original Movers in the Attempt to Unite Local Druggists Have No Fixed Plan, and All Negotiations Are Temporarily Suspended—Scheme May Be Abandoned—Interesting Explanation of the Laws Bearing on the Formation of Fire Insurance Companies.

AN interesting feature of the regular meeting of the Manhattan Pharmaceutical Association last Monday night was the report made on the proposed co-operative fire insurance company for druggists. From this report it would seem that the prospect for a successful outcome of the agitation for such a company is not as bright as it has appeared, and those at the head of the movement will have to present some definite plan before the matter of joining in this movement will be seriously considered by representatives of other pharmaceutical associations.

STATEMENT BY MR. ALPERS.

On behalf of the special committee appointed to consider this matter, William C. Alpers reported on the co-operative fire insurance proposition. The committee, he said, had had a number of meetings with Mr. Roller and other members of the committee of the German Apothecaries' Society who have charge of the intended co-operative fire insurance association.

"We were thoroughly impressed," said Mr. Alpers, "with the enthusiasm and earnestness with which these gentlemen are advocating their enterprise, and doubt if better champions of this course could be found."

"On last Friday, November 13, a meeting was arranged between committees of the various pharmaceutical associations at the office of Joseph I. Green, 280 Broadway, an attorney, who had been retained by Mr. Roller for the purpose of explaining the various methods of co-operative fire insurance. Your committee was present in toto, besides representatives from the Kings County Pharmaceutical Society and the Bushwick Pharmaceutical Association.

BIG RESERVE FUND NEEDED.

"After some preliminary talk, Mr. Green explained that according to the laws of New York State all insurance companies were placed under the office of the Superintendent of Insurance and that a reserve fund of \$200,000 is required to begin business. There exist, however, a number of so-called Lloyd charters, which were granted before the new insurance law went into effect. Such Lloyd companies would be outside of the jurisdiction of the Superintendent of Insurance.

WAYS OF GETTING AROUND THE LAW.

"Another way might be to begin business as a mutual protective association without capital, in which each member agrees to pay a certain pro rata assessment into a common treasury whenever the property of a member should be damaged by fire. Such an association could not be incorporated, nor could members who refuse to pay their pro rata share be compelled to do so.

ORIGINAL INTENTION WAS TO PURCHASE A LLOYD'S CHARTER.

"The committee of the German Apothecaries' Society," continued Mr. Alpers, "said that they originally intended to purchase an old Lloyd charter; that they had had some negotiations with the present owners, but that difficulties had since arisen.

They could not say whether the charter would be purchased, nor did they know whether the charter that they had in view was free from all incumbrances.

OPPOSITION OF OLD LINE FIRE INSURANCE COMPANIES FEARED.

"As to the organization of a co-operative society without incorporation, a number of questions were put to Mr. Green which he willingly answered. They all tended, more or less, to bring out the fact that such an organization, if it should try to do business without regard to existing laws, would probably be involved in a series of lawsuits, since the existing fire insurance companies would probably not allow the organization to do business for the reason that other tradesmen might organize similar companies, and the whole insurance business thereby undergo a radical revolution.

A FRIENDLY SUIT ADVOCATED.

"Mr. Green thought that probably the best way to settle this question would be to commence a so-called friendly suit, one member refusing to pay, and thereby test the legality of the organization."

In conclusion, Mr. Alpers said: "Considering, therefore, the fact that gentlemen who were the prime movers in this enterprise have not settled on a fixed plan which they are able to put before us, your committee is naturally unable to make any definite report at this time."

The report was adopted.

KINGS COUNTY PHARMACEUTICAL SOCIETY.

Pushing the National Formulary—Ways and Means of Bringing N. F. Preparations to the Notice of Physicians Discussed—Printed Matter to be Distributed—Gift for Former Secretary Tuthill.

The regular monthly meeting of the Kings County Pharmaceutical Society was held at the Brooklyn College of Pharmacy on November 10. After the minutes had been approved as read by Secretary Hegeman, President Kleine called for reports from the treasurer and standing committees. Treasurer Ray reported a balance of \$597.94 in the society's treasury and \$3,004.53 in the college treasury. The Committee on Co-operative Fire Insurance reported progress. Four new members were elected—namely, Otto Marx, Cypress avenue and Smith street, Evergreen, L. I.; Wm. P. Gregorius, Bayside, L. I.; Albert Fischer, 1730 Broadway, and James J. Williams, 120 Myrtle avenue. The resignation of W. C. Gettig was accepted. Dr. Muir explained that Mr. Gettig had joined the society some time ago, when the fight on the druggists' shorter hour bill was in progress, in order to help along the work, and had continued his membership ever since. He was a member of other pharmaceutical associations, and lived up town in Manhattan, and as it was quite impossible to attend the Kings County meetings, Mr. Gettig had sent in his resignation.

BROOKLYN SETS THE PACE IN NATIONAL FORMULARY WORK.

An oral report was received from the Committee on National Formulary, and this was followed by a prolonged discussion of the work being done by the society to secure a more general use by physicians of National Formulary preparations. The committee briefly reviewed what had been done in the way of displaying samples of such preparations. The main difficulty now seemed to be to get a plan for bringing these preparations to the notice of physicians. One suggestion made was that Brooklyn be divided into districts, or sections, and that a committee, say of three druggists, be appointed to canvass the physicians in each district. Mr. Wischert said that the idea originally was to have every druggist push the National Formulary preparations in his own business. So far good results had been obtained from that method. The matter, he said, had already been brought to the notice of and discussed by the Kings County Medical Society. "If we are to get the best results," he continued, "we must do the work systematically; we must keep the preparations before physicians."

DR. MUIR ADVOCATES DISTRICT WORK.

Dr. William Muir thought it would be a good plan if the committee would take up one district at a time and ask the druggists in that district to contribute for canvassing physicians in that particular section, after which other districts could be taken up. The movement, he said, meant a great deal to druggists.

Mr. Wischert replied that this plan had been tried, but without much success. There would be trouble, too, he said, in



FRED. BORGGREVE.

Chairman of the Entertainment Committee of the N. Y. S. P. A.

properly districting the city. Mr. Wischert suggested that the dues might be increased to meet the expense of canvassing, or of some other plan of bringing the matter to the attention of physicians. This was objected to, however. It was pointed out that once before, when the dues were increased \$1, the society lost about one-third of its members. The society, it was pointed out, now has a membership representing about 90 per cent. of the Brooklyn druggists, and it was better to have a large membership at nominal dues than a small membership with higher dues. The discussion was finally brought to a close by the adoption of a motion authorizing the committee to distribute printed matter among physicians dealing with the advantages of prescribing National Formulary preparations.

A GOLD WATCH FOR FORMER SECRETARY TUTHILL.

Dr. Frederic P. Tuthill, the former secretary of the society, who is now professor of chemistry and toxicology in the Brooklyn College of Pharmacy, was presented with a costly gold watch, chain and diamond studded combined Masonic and Royal Arcanum locket by the members of the society. The presentation took place at this meeting, in the presence of the faculty, 100 students and members of the society. The gift was given to Dr. Tuthill as a mark of appreciation of his work while secretary of the society.

FOR JUNE, 1904.

Actively Preparing for Next Year's Meeting of the State Association.

It may seem somewhat early to begin actual work on a programme of entertainment for a meeting that is to take place the middle of next year, but this taking of time by the forelock was to be expected when Fred Borggreve, of 739 Sixth avenue, Manhattan, was chosen chairman of the Entertainment Committee of the New York State Pharmaceutical Association. Mr. Borggreve, who has had long and valuable experience on the entertainment committees of the Manhattan Pharmaceutical Association and the Alumni Association of the College of Pharmacy, has, with characteristic energy and decision, almost completed a programme of entertainment for the six days' convention of the association which opens at the Brighton Beach Hotel, Coney Island, on Monday, June 13, 1904.

If Mr. Borggreve could see and talk with any considerable number of the members, it is safe to say that the attendance at next year's meeting would be unprecedented in the annals of the association, for his enthusiasm is boundless and, better

still, infectious—"catching." His idea of how the members should be entertained is set forth in the following outline of events:

Monday Evening, June 13.—General reception for members and their friends in the large assembly hall of the Brighton Beach Hotel; music by Kleins's Band of 12 pieces; visitors received and introduced by members of the Women's Entertainment Committee and the Reception Committee; vocal selections by professional singers; punch and light refreshments served at tables conveniently placed throughout the hall.

Tuesday Afternoon.—A drive for the ladies on a stage accommodating 75 persons and drawn by 26 horses. The route will be along the Coney Island Boulevard to Prospect Park; refreshments served at some point en route.

Tuesday Evening.—President's reception, inaugurated with a grand concert, overtures, etc., by the band, with singing by professional vocalists, closing with a grand march and dancing; vocal selections between dances.

Wednesday Evening.—Grand entertainment by the Commercial Travelers' Auxiliary of the Association, consisting of operetta, vaudeville show and a ball; singing by trained voices.

Thursday Evening.—Banquet, concluding with a special entertainment; monologist, quartette singing and music. The speakers at the banquet are to be limited in number, and to men of state and national reputation. Selections of song and music will be sandwiched in between the speeches, and popular airs will be rendered during the course of the banquet.

Friday Noon.—Special trolley trip for members, starting from convention headquarters at 1 p.m. and traversing the principal streets of Brooklyn to the East River Bridge and Park Row, Manhattan. Return to Brooklyn by a separate route, touching at Ulmer Park for dinner, and winding up the outing with an evening of sightseeing at Luna Park.

MANHATTAN PHARMACEUTICAL ASSOCIATION.

Discussion Over the Sale of Alcohol and Whisky—A New Revenue Tax Proposed for Sale of Alcohol Alone.

Just a quorum was present last Monday night at the New York College of Pharmacy when President Erb, at about 9.30 p.m., called the meeting to order, Secretary Swann recording. After the minutes had been approved, Treasurer Hitchcock reported a balance in the association's treasury of \$403.06. President Erb stated that up to the present time but few liquor tax stamp books had been sold, and he brought up the matter of an alcohol license. He suggested that an effort should be made to pass a law at the coming session of the Legislature granting a \$5 license to druggists to sell alcohol only. They would not then be taxed as liquor dealers. Doubt was expressed that such a law could be gotten through the Legislature. Mr. Alpers said a distinction should be made. Many druggists wish to sell alcohol, but not liquor, and object to being classed as liquor dealers. Sidney Faber thought that the United States Internal Revenue Department might be prevailed upon to issue a special alcohol license to druggists. On motion of Mr. Hitchcock, duly seconded and adopted, the matter was referred to the Legislative Committee for investigation.

The Committee on Revision of the By-laws made a tentative report, which was discussed, but final action was necessarily postponed until the report is completed. A committee was appointed to inquire into the status of the "prerequisite clause," which it is proposed to introduce in the next Legislature as an amendment to the State Pharmacy Law.

An interesting paper was read by Dr. Alfred A. Herzfeld, in which he dwelt at length on the practice of physicians in prescribing proprietary articles, or patent medicines in prescriptions. This practice was sharply criticised by the speaker. The paper was discussed at the meeting, principally by Mr. Alpers, who made the point, among others, that the prescribing of patent medicines, or proprietary preparations, in prescriptions was more or less responsible for substitution on the part of the druggist, there being a tendency to substitute for the article prescribed and the formula for which was a secret, a cheaper preparation of the druggist's own make, and on which he could make a larger profit.

After adjournment, at about 11 p.m., a collation was served.

Obituary.

WILLIAM M. WARREN.

William M. Warren, general manager of Parke, Davis & Co., died at his home, 154 Lafayette avenue, Detroit, Mich., on Wednesday evening, November 11, from cerebro-spinal meningitis, following the shock of a fall received ten days earlier.

The son of Major Archibald Warren, of the Confederate Cavalry, he was born in 1864, at Smith's Station, Alabama. After an education secured in the public schools, his parents having meanwhile moved to Elizabeth, N. J., he entered the employ of the New York branch of Parke, Davis & Co. at the age of 16. He did the humbler work of a general factotum, which every young boy under such circumstances is called upon to perform, but he did not do it long. He was not born to be a messenger boy. In a surprisingly short time he was made purchasing agent, and the next step was his transference to the home offices at Detroit. Reaching this larger field of opportunity at the age of 22, he began at once the upward path, and never stopped until he had run the entire gamut, outdistanced every competitor, and landed in the chair of the general manager. In 1896, when but 32 years old, he was made commanding general of all the Parke-Davis forces.

Here was his opportunity. An Alexander of Commerce, hungering after success and achievement, and looking for more industrial worlds to conquer, he reached out and brought far-off countries within his grasp. Branches were planted in Australia, in Russia, in Japan, and in other foreign nations. In this country houses were established in a score of cities which had not been covered before. In Detroit the plant grew by leaps and bounds. New buildings sprang up as if by magic. A \$200,000 laboratory was dedicated to science. The manufacturing equipment was nearly trebled in size and activity.

From an humble beginning at the lowest round of the ladder it will be seen that Mr. Warren at the early age of 32 had reached the highest position in the gift of the great house with which he was connected. During his short administration of seven years he had greatly increased the business, and succeeded in carrying the banner of Parke, Davis & Co. to the furthestmost corners of the globe. It is, however, pleasant to know that with his creative business power Mr. Warren united a disposition that was as beneficent and sunny as it was rare. A man weighing perhaps 225 pounds, he had a heart in proportion, and it is to utter but the simple and the honest truth to say that he inspired affection in the breast of every employee of the house. And may not this explain in part the remarkable success of the man? Every one, executives and opera-

tives, branch managers and travelers, loved him; they believed in him; they were anxious to serve him; they knew the smile and the word of praise and the delight with which he would reward them; and they worked with a fervor which no mean and selfish ambition can ever develop.

Mr. Warren was married in 1893 to Mary C. Buhl, daughter of Theodore D. Buhl, a leading business man and capitalist in Detroit. Mrs. Warren died three years ago, and a daughter of nine years, Elizabeth Buhl Warren, survives her parents. Always prominent in his church connections, Mr. Warren was at the time of his death a deacon in the Fort Street Presbyterian Church, and a member of the Presbyterian Club of Detroit. A man also of strong social proclivities, he had connections with several clubs, and during the last year or two had become

quite prominent in the yachting circles of the West as the owner of the "Cadillac," a prize winner of many years' record.

The funeral took place from the late residence of the deceased at 154 Lafayette avenue, Detroit, and was conducted by the Rev. E. H. Pence, of the Fort Street Presbyterian Church. The coffin was borne by David C. Whitney, Truman H. Newberry, Charles C. Bothfield, Andrew H. Green, W. E. Kaufmann, W. Howie Muir, Dr. W. E. Rice and Dr. Ben D. Brodie, all of whom were close, personal friends of the deceased. The following heads of departments acted as honorary pallbearers: Colonel E. W. Fitch, John H. Smedley, P. E. Hall, James Wilkie, O. W. Smith, James E. Bartlett, J. T. Raymond, Dr. Charles McClintock, W. H. Holden, L. C. Fink, F. G. Ryan, S. H. Carragan, J. C. Spratt, Henry A. Wetzell, Fred M. Odena, Joseph Helfman, C. W. Woodruff, Harry J. Skillman, Henry Barden, W. H. Kirn, E. G. Swift and Herbert Turrell.

AN ELOQUENT TRIBUTE OF ESTEEM AND AFFECTION.

The following beautiful tribute to his memory was adopted at a meeting

of the directors, executives and employees of Parke, Davis & Co. on Saturday, November 14:

In loving memory of a beautiful and beneficent life, we, the assembled directors, executives and employees of Parke, Davis & Co., would fain express the sorrow and heartache caused by the untimely death of our general manager, William M. Warren. For the relief of our own grief, as a just tribute to a life rich in effective performance, and in deference to the sentiments of a wide circle of surviving friends we record this testimony to the noble character, the massive and solid integrity, the large, warm, generous heart, the brilliant and gifted mind, the abounding energy of our beloved friend. As long as life and memory may linger in our mortal frames we shall cherish the recollection of his lofty spirit and his winning manners, simple, sweet and genial. The benevolence of his heart shone out in the engaging smile. In the keen and penetrating yet kindly eye, which gained for him a friend in every acquaintance. No man ever lived whose granite-like probity inspired quicker or more lasting trust. To know William M. Warren was to like him: to know him well was to love him and trust him to the gates of death. And what living creature ever trusted him in vain? His simple word was a tower of strength. When did he ever



WILLIAM M. WARREN.

fall in the whole span of his short but shining life to fulfill his plighted faith with a chastity of honor that knew no stain—nay, when did he fail to beggar his promise by the opulence of his performance? Gifted he was, but his strength lay as much in moral weight as in mental endowment, and his remarkable success was only the destiny of character.

Mr. Warren won many of the great prizes of life—high position, wealth, influence, popularity, business success, but he never paid any of their tragic penalties. His temper remained sweet, his faith in men unimpaired, his honor unsoiled, his love of humanity unchilled.

It would hardly be fitting at this time to give more than a passing glance at Mr. Warren's beautiful devotion to wife and orphaned child, to parents and sisters. He rose to the full height of all domestic duties; to him, indeed, they were not duties but joys, for he cherished tenderly every family tie, and he could not draw a cheerful breath until those dearest to him shared in the rich happiness of his young and radiant life.

Mr. Warren had barely crossed the threshold of his fortieth year. Entering the service of Parke, Davis & Co. when a lad of seventeen, he rose steadily through its various grades until at thirty-two he fulfilled the highest place in the gift of the house, that of general manager. At his death his administration was seven years almost to a day. His wonderful success has been manifested in a rapid and unceasing increase of the business; in the multiplication of our laboratories and branch houses; in the erection of new buildings, acre after acre; in the successful invasion of foreign markets and new fields of scientific enterprise; in heightened prestige; in the formation of a remarkable corps of veteran executives animated by the principles of their leader and trained to perpetuate his policies. No ambitious merchant could wish a nobler monument than the contributions made by William M. Warren to the power and growth of the great enterprise whose progress was the blood in his veins and the breath in his lungs. The secret of his brilliant career was threefold: He knew how, and loved, to discover talent. Into the hands of dozens of obscure and untried men he put the key of opportunity. Wholly free from national antipathy, race prejudice or social narrowness, he measured his lieutenants by the single standard of ability to produce results. As an organizer, as a co-ordinator and manager of men, his rare gifts would have brought him fame in public life. He had an eagle's eye for opportunity and an insatiable appetite for fresh enterprise in fields that remain unperceived by the dull vision of the mediocre. In the arts of mercantile construction he was a gifted architect, and to build, to build was the darling occupation of his bold and aspiring mind. Every actuality, every present-day condition that could affect the welfare of his house was the object of his assiduous study, but his also was the rarer power to connect the present with the distant future by new lines of policy. He had the statesman's instinct for tendencies as well as realities; and when the tendency of to-day became the fact of to-morrow it found him armed and prepared. With the magnanimity of a true leader, he feared no rivals; he reared and trained his own successors that his lifework might survive its author, that the house to which his labor was dedicated might thrive and prosper during the generations to come. Fidelity to a trust receives its supreme, its heroic expression when the trustee strives to make himself dispensable.

Oh, beloved friend of happy days, partner of our triumphs, architect of our success, may thy serene spirit remain an invisible presence in our lives and comfort our aching hearts. May the sweetness, the strength, the wisdom, the genial cheer of thy young life be distilled upon our souls and sustain us in the task which thou hast forever resigned. May thy great, large-minded thoughts be breathed into our toils; may they help us to dedicate our lives and our labors to a solemn work which touches the very nerve of pain and human suffering. In our feebleness we could not abridge thine alimony or prolong thy days: may it be given us to cherish, to preserve and to augment thy handiwork!

GRIEF OF HIS ASSOCIATES.

In a letter received from Joseph Helfman, editor of the Bulletin of Pharmacy, reference is made to the genuine sorrow exhibited by the officers and employees of Parke, Davis & Co. when the intelligence of Mr. Warren's death was made known. Mr. Helfman says: "I never saw such deep and unaffected sorrow as prevails in our establishment. Mr. Warren was inexpressibly dear to his associates. It seems impossible that that generous heart and that great, vital, robust frame are to be forever at rest. No one who knew Mr. Warren can fail to grieve for us and with us, and to share our deep regret over the untimely closing of a noble life, which never wearied in gladdening the hearts of others."

DR. H. CARRINGTON BOLTON.

Dr. Henry Carrington Bolton, a well-known chemist, died at his home in Washington on November 19. Dr. Bolton was born in New York, January 28, 1843. He graduated from Columbia College in 1862; and later studied in Europe, receiving the degree of Ph. D. from Göttingen. From 1872 to 1877 he was assistant in quantitative chemistry in the Columbia School of Mines. He was then professor of chemistry in the Infirmary of the Woman's Medical College of New York, and from 1877 to 1887 he was professor of chemistry and natural science in Trinity College. He has been prominent in many learned societies. He was a fellow of the American Association for the Advancement of Science, general secretary of it in 1878-1879, and vice-president in 1882; a member of the New York Academy of Sciences, president in 1893; one of the incorporators of the American Folk Lore Society; a member of the Washington Chemical Society, president in 1900. Dr. Bolton made extensive investigations into the action of organic acids on minerals. He has written about a dozen books and some 300 miscellaneous papers on chemistry, folk lore, bibliography, travels and literature. His "Bibliography of Chemistry," published by the Smithsonian Institution, with

which he was connected for many years, is a work of great value.

WILLIAM NEIDLINGER.

William Neidlinger, the head of the firm of Neidlinger Bros., druggists' glassware and sundries, died on Saturday, November 7, at his home, 211 St. John's place, Brooklyn, as the result of a trolley accident. Several weeks ago he was thrown or pushed from a car in the bridge crush and struck his head. Funeral services were held on Monday, and the interment took place at Greenwood on Tuesday. The deceased was 64 years old.

In his death the trade has suffered a keen loss. He was well known to a host of friends and business associates, who recall his sincerity, his unobtrusive zeal and his Christian courtesy and consideration. He was upright and conscientious in all his dealings and took an appreciative interest in the work of others. He was a very prominent churchman. A widow, two sons and a daughter survive him.

Died.

ARMSTRONG.—In Philadelphia, Pa., on Saturday, November 7, John Armstrong, in the eighty-fifth year of his age.

BOLTON.—In Washington, D. C., on November 19, Henry Carrington Bolton, in the sixtieth year of his age.

COOK.—In Hagerstown, Md., on Monday, November 9, John William Cook, in the forty-third year of his age.

DUCKETT.—In Washington, D. C., on Thursday, November 5, Dr. Edward Alva Duckett, in the thirtieth year of his age.

GARRETT.—In Oakland, Cal., on Wednesday, November 4, John R. Garrett.

HALPIN.—In Brandon, Manitoba, on Wednesday, November 4, N. J. Halpin.

HAMILTON.—In Bridgeport, Conn., on Monday, November 9, Miss Jennie Hamilton.

HANNA.—In Thorntown, Ind., on Thursday, November 12, James Hanna, in the seventy-third year of his age.

HESS.—In Kansas City, Mo., on Tuesday, November 10, Cora E. Hess, wife of Paul L. Hess, in the twenty-ninth year of her age.

MCINTYRE.—In Newark, N. J., on Saturday, November 7, Byron F. McIntyre, in the fifty-seventh year of his age.

NASH.—In Oakland, Cal., on Thursday, November 5, Jonathan M. Nash, in the seventy-ninth year of his age.

NEIDLINGER.—In Brooklyn, N. Y., on November 7, William Neidlinger, in the sixty-fourth year of his age.

SMITH.—In East Bridgewater, Mass., on Sunday, November 15, Frank Smith, in the sixty-fourth year of his age.

STRIETHORST.—In Cincinnati, Ohio, on Sunday, November 1, Harry Striethorst.

SWINBURN.—In New York, N. Y., on Wednesday, November 4, George Swinburn, in the forty-eighth year of his age.

WARREN.—In Detroit, Mich., on Wednesday, November 11, William M. Warren, in the fortieth year of his age.

WINGENFELD.—In Brooklyn, N. Y., on Tuesday, November 3, John A. Wingenfeld, in the fifty-first year of his age.

Letters of Distinguished Pharmacists Wanted.

The Historical Committee of the American Pharmaceutical Association (Edw. Kremers, University of Wisconsin, Madison, chairman) has undertaken the collection of the correspondence of such men as Proctor, Squibb, Maisch, Rice and others. Persons who are in possession of letters from these men or of other representative men of American pharmacy, and who are willing to have them deposited in the archives of the American Pharmaceutical Association, are requested to send them to the committee in order that they may be properly mounted, classified and bound.

The committee has secured both paper and covers of standard size, so that the volumes of correspondence will constitute a uniform library when completed. Persons who are willing to aid in this work by collecting the correspondence of any one man who has rendered conspicuous services to American pharmacy in his day should apply to the chairman for standard paper and covers. The committee hopes to make a creditable showing at the Kansas City meeting next summer.

Letters may be sent to one of the following persons or to the chairman at Madison, Wis.: Proctor letters to A. E. Ebert, Chicago; Maisch letters to M. I. Wilbert, Philadelphia; Rice letters to Miss Adelaide Rudolph, Case Library, Claxton Building, Cleveland, Ohio.

GREATER NEW YORK.

C. L. Gleeson, of Fitzsimmons, Gleeson & Co., is away on a business trip through the West.

Owing to lack of a quorum there was no meeting of the Drug Trade Section of the Board of Trade last Thursday.

Porter B. Fitzgerald and G. Gehring, of the newly formed Southwestern Drug Company, of Wichita, Kan., were in town last week.

Oscar W. Smith, manager of the Baltimore branch of Parke, Davis & Co., was in the city last week, and was entertained at the Drug Club.

J. H. Rehfuess, the well-known Brooklyn druggist, and vice-president of the Kings County Pharmaceutical Society, has gone to Stockton, Cal., where he is to be married to a Miss Siever.

The many friends of Prof. William C. Anderson, of Brooklyn, who was operated upon recently for appendicitis, will be glad to learn that he is entirely out of danger and rapidly recovering.

The Board of Pharmacy is continuing to collect samples. The board's (Eastern Branch) chemist, Dr. George F. Ferguson, has found a large percentage of those recently collected below standard. More prosecutions.

Herman H. Wouters, a druggist of Jersey City, returned last week from a trip to his former home in Kempen, Germany. He tells an interesting story of how he made his escape from that town on a motor cycle, because the German Government officials were insistent on impressing him into the general army.

The Eastern branch of the State Board of Pharmacy has reconsidered the appointment of Dr. E. G. Rave as inspector at Hicksville, L. I. Dr. Rave received no compensation for his services, and the board therefore felt that they could not exercise supervision over his work as well as in the case of an employee.

Otto Raubenheimer, proprietor of the pharmacy at Verona place and Fulton street, Brooklyn, has attracted universal attention to his show windows the past week by displaying a miniature log cabin constructed of red and yellow cinchona barks. A placard attached gives an interesting account of the origin of the words cinchona and quinine, and few fail to read it.

Postmaster-General Payne issued an order last week denying the use of the mails to the Imperial Drug Company, of 280 Broadway, this city. The firm advertised for persons to sell six boxes of their pills at 25 cents a box, offering a music box as a premium to the successful vendor. Some who complied found that they had to sell an additional \$10 worth in order to secure the music box.

John P. Evers, a retail druggist at 124th street and Lexington avenue, was found guilty of violating the excise law in an action brought by State Excise Commissioner Cullinan before Justice Greenbaum, and his bond of \$500 was declared forfeited. The charge was selling brandy without a physician's prescription. The case was the same as that of E. D. Paxson & Co. published in these columns recently.

Regret will be felt among the members of the New York College of Pharmacy and its Alumni Association at the intelligence of the death of Byron F. McIntyre, which took place at his home in Newark, N. J., on Saturday evening, November 7. Mr. McIntyre had been for many years connected with the firm of McKesson & Robbins as superintendent of the pharmaceutical laboratories. He was 57 years old at the time of his death.

Between the inspectors of the Bureau of Combustibles and the officials who are enforcing the Tenement House law, William Papke, 43 Hamburg avenue, Brooklyn, has had much trouble in fixing up his place to comply with the law, or rather different officials' interpretation of it. One inspector of one department would tell him his store was all right, and another would tell him it was all wrong. He finally carried his troubles to court.

At the last meeting of the Drug Clerks' Circle, which was held on November 11, Joseph R. Beck reported on behalf of the Committee of Arrangements that the prospects for a successful ball were excellent, nearly \$200 having been received for advertisements, tickets, etc. Phillip Lewy, Dr. Joseph Kahn and Joseph R. Beck reported as a committee that they had called on Dr. Wm. C. Anderson, who lay ill at the hospital, and conveyed to him the sympathy of the members of the Circle, as they had been instructed.

Judge Hazel, in the United States Circuit Court, has reversed the opinion of the Customs Board of United States General Appraisers on the assessment of duty on merchandise imported by Merck & Co., and known as Gaunol, an alcoholic

extract of cod liver oil. The article was classified by the board as a medicinal preparation, dutiable at 55 cents per pound. Judge Hazel sustained the importer's contention that as the article was prepared by chemists for dilution by themselves, and not for dilution by the consumer, it was assessable under Paragraph 3 of the Customs Tariff as a "chemical compound not specially provided for."

Reports were current recently that certain towns in which the electors voted in the negative on all of the local option questions, except that relating to the sale of liquors by pharmacists, would nevertheless be wet towns by reason of the amendment to the liquor tax law permitting druggists to sell liquor without a physician's prescription, upon payment of a special stamp tax for each transaction. State Excise Commissioner Cullinan, however, has stated that the liquor tax amendment becomes operative only in towns where saloon or storekeepers' traffic is authorized by the electors. No pharmacists' stamps will be sold for use in any town of the State in which hotel or saloon or storekeepers' traffic cannot be lawfully carried on.

A new pharmacy has been opened at 1299 Fulton street, three doors from Nostrand avenue, Brooklyn, which will do business under the firm name of W. H. Bennett & Co. The opening day was November 7, when charms and sample boxes of chocolate were given away to all callers, while the first ten customers to have prescriptions filled were each presented with a pound box of chocolates, retailing at 60 cents. Mr. Bennett, the proprietor, has been a resident of the neighborhood for several years and, being well and favorably known, is confident that he can capture a fair share of the trade of the vicinity, though it is already well supplied with pharmacies. The new store presents a handsome appearance, the fixtures being finished in mahogany, Empire style, and the work of Seger & Gross. The design is carried out in the ceiling, which is of metal and attractively finished. The soda fountain is a "Liquid."

The Poet of the Drug Bowlers.

At the last regular meeting of the Retail Drug Bowlers' Association of New York, Arthur J. Reeder, poet laureate and secretary, perpetrated the following:

THE LAY OF THE R. D. B. A.

From the Musical Comedy of "The King of Highballs."

There's a crowd of Drug Bowlers, that meets every week.
In Starr's Circle Alleys, up town.
There are some who make "poodles," but others who seek
By strikes to win fame and renown.
There's "Georgie," the Captain, a bowler is he;
There's "Hitchie," the Anchor, so fine.
There's Haddad and Pringle, and oh! let me see—
De Zeller of dear "Auld Lang Syne."

CHORUS:

Game's called, roll your ball, chase it down the line.
One strike, two strikes, goodness, ain't it fine!
Billy's bowled, Heine's rolled, pins all down,
That's the way the Druggists bowl, way up town.

Now most bowlers brag what they do every night,
But the Druggists do nothing like that;
They pick up their balls in a way out of sight,
And the pins they all fall deadly flat.
When Reeder does bowl, like a Fourteenth street car,
And Timmie knocks down City Hall,
You should see them all smile, wherever they are,
When the R. D. B. A.'s throw a ball.

CHORUS:

Game's called, roll your ball, chase it down the line.
Make a strike, all your might, for the hour is nine;
Let them roll, let them bowl, knock 'em all down,
That's the way the Druggists bowl, way up town.

Registered in New Jersey.

At the October examinations of the New Jersey Board of Pharmacy the following candidates passed successfully:

Registered Pharmacists.—Samuel D. Bickel and G. P. Clark, Atlantic City; J. J. Buckley, Perth Amboy; Joseph R. Brown, Gloucester; Samuel Burstein, David Dunlop, C. D. Kerr, John C. Prosch, Newark; John Dilks, Pitman; Jacob Hagin, Elizabeth; William Hornblower, William Kimpel, W. J. Lee, Edward Lockman, Jersey City; William O. Luttman, H. F. Nielsen, New York, N. Y.; Paul W. Litchfield, Camden; J. C. Mackey, Paterson; Edgar H. Patterson, Madison; Philip Pearlstein, James F. Paisley, Hoboken; William B. Watson, Trenton.

Registered Assistants.—Charles R. Garrabrant, Samuel Jacobs, Paterson; Jacob Lesser, Ernest E. Onsted, Margaret Marie Quinn, Newark.

The next examination will be held on Thursday and Friday, January 21 and 22, 1904. Applications should be made in advance to the secretary, Henry A. Jordan, Bridgeport, N. J.

WESTERN NEW YORK.

A Building Boom in Buffalo—To Build Up the University—A Druggist Hero—Druggists' Licenses Sought by Saloon Keepers—In Danger From the Pure Food Law.

(From our Regular Correspondent.)

Buffalo, November 18.—The Buffalo druggists are not calling the fall business very brisk, and the traveling salesmen agree that it might easily be better. Still some stores report that it is better than it was last year at this time, the complaint being that it is not as good as it was through the summer, and that was not remarkably fine. Buffalo is filling up with people as never before, as the condition of building, advance of rents, street crowds and jams of all sorts of vehicles show, and if the druggists are not holding their own, there must be a reason for the decline that is not very apparent to any one. There are practically no new stores opening of late to divide the trade. The stores outside the business district are doing best, some of them reporting a fine prescription trade.

THE UNIVERSITY OF BUFFALO,

of which the College of Pharmacy is a department, is contemplating a step that may prove of great value to it. Being without an endowment that would enable it to take rank with the great universities of the country, it has maintained no academic department, and depended on tuition fees for meeting expenses. The head of the school has not been an active factor, and the departments have been pretty nearly separate affairs. He was a scholar and a man well known, but he did not exert himself to advance the interests of the institution in any special way, so the dream of a great school, indulged in by the friends of the university, remained nothing but a dream. Since the death of the last chancellor, the Hon. Wilson S. Bissell, a plan has developed of making his successor a working head of the school, who would unify the parts and encourage some capitalist to furnish it with an endowment. It is believed that this can be done. As yet no one is mentioned for the position, but it is believed that the proper man for the work can be found. The entering class of the Buffalo College of Pharmacy now numbers 100, which makes it fully up to former classes. The opening rush has been stayed off, and the new students are finding positions in the retail stores, so that everything is proceeding satisfactorily.

A COOL HEADED DRUGGIST.

The drug public is making various complimentary notes of the late proceedings of C. A. Ellis, a druggist of Bath, N. Y., in the role of a hero. One day lately a barrel of gasoline took fire in his store and would, no doubt, have made an end of the establishment, had he not taken it in hand and rolled it out into the back yard, all blazing as it was. He was considerably burned about the face and hands and ran great risk of being burned to death had the stuff exploded, as it might have been expected to do. The store was somewhat damaged by water when the firemen arrived.

DRUGGISTS' LICENSES FOR SALOON KEEPERS.

Since some of the towns of Western New York went "dry" at the election, there has been a report sent out that the saloon keepers in those sections were preparing to turn druggists and avail themselves of the stamp law, permitting the sale of liquor. The Western Branch of the State Board of Pharmacy is watching the movement and is preparing to take a hand in it, as all such institutions will need a licensed pharmacist in charge, a provision that probably the enterprising saloonists have not reckoned on and are quite willing to remain in ignorance of.

THE PURE FOOD LAW AT THE SODA COUNTER.

On their part the retail druggists are expressing some anxiety in regard to the promised descent upon them of the inspectors under the pure food law, especially as it is understood that certain soda-fountain supplies have been made the object of the raid. The druggists are not preparing to defend their preparations, as that would not be an easy matter, but they will insist on a bond from the manufacturers of the articles as soon as it is known which are to be placed under the ban of the inspectors. As the seller of soda water is obliged to use his material as he buys it, he claims that the manufacturer can do no less than to protect him.

LOCAL NEWS NOTES.

A. L. Remington has bought the drug store of F. T. Dudley, at Silver Springs, N. Y.

W. J. Huntley, of Lockport, N. Y., who has been out of health for some time, has gone to California for a year, leaving his store in charge of Pharmacist Henry Plaster.

Thieves entered the pharmacy of Frank T. Dewey, on Niagara street, Buffalo, lately for a second time, but carried off only about \$5 in change. They were probably boys.

The Syracuse Druggists' Association has framed and indorsed a bill prohibiting the sale of cocaine or catarrhal remedies containing it without a prescription from a physician. The matter will probably be brought to the attention of local pharmaceutical associations. The State Association will be asked to indorse the measure, after which it will be presented to the State Legislature.

Valentine Reimann died at Franklinville, N. Y., November 8, after a short illness, at the age of 78, and his wife, Elizabeth, died two days later. They were buried in the same grave on the 12th. They had located in Franklinville to live with their son, Edward J. Reimann, who is a member of the drug firm of Ferris & Ferris Company. George Reimann, of Buffalo, was a nephew, whom they held in the highest affection, and whom they visited only two weeks before their death.

Berton G. Baird, who sells druggists' sundries on the road for the Randall-Faichney Company, of Boston, is an enthusiastic automobilist, for business purposes, and apparently for good reason. He has traveled all over Western and Northern New York this summer in a small 2½ horse-power gasoline machine, making 1,000 miles a month, carrying 800 pounds of baggage, and claims to be able to do much more business in this way than in any other known to him. He will hardly try the Adirondack country in that sort of conveyance the coming winter, however.

NOTES OF THE TRAVELERS.

F. A. Weed, of Rochester, who has traveled some years for the firm of Whitall Tatum & Co., was in Buffalo about the middle of November, making good sales of their specialties.

John Paul Jones, who still claims an arrangement with Jones, of Binghamton, for paying the freight, sold a good list of the specialties of Sharp & Dohme here lately.

Fred. Estelle, of Rochester, for a considerable time the regular representative of John Wyeth & Brother in this district, has severed his connection with that house.

E. O. Norte, accredited representative of the Lilley pharmaceuticals, was in Buffalo after the middle of November with his usual full list of goods for the drug public.

E. J. Hammond, not so well known here as he would be if he came oftener, sold quantities of the Century atomizers and other goods of the S. H. Wetmore Company here this month.

W. H. Judson, one of the bright men on the road, with his long list of the chemicals and preparations of William H. Warner & Co., made the Buffalo circuit during the month.

Louis Davis, a junior member of the New York firm of D. Davis & Sons, spent a short season with us after the middle of November, selling a satisfactory amount of sponges and chamols skins.

Many of the drug trade of this State are welcoming J. P. Carter with a cordial reception. He got away from the territory for a while, but had to come back, and is getting a nice share of the surgical supplies trade for J. Ellwood Lee Company.

Syracuse Druggists' Banquet.

The Syracuse Druggists' Association held a banquet and reception at the Empire Hotel, in that city, Thursday evening, November 12. There was an attendance of upward of 150 people, including members of the association, their wives, prominent manufacturers and traveling salesmen.

The reception was held from 8 to 9 o'clock, after which the company marched to the banqueting hall, where a most enjoyable repast was had. The tables were tastefully decorated, and were so arranged that every person could hear the speaking to advantage.

President George Thorpe officiated as toastmaster, assisted by Vice-President Bissell, and the post-prandial exercises consisted of speeches and music. At the conclusion of his welcoming address President Thorpe introduced A. J. Horlick, of Racine, Wis., who was followed by A. H. Beardsley, of Elkhart, Ind. J. D. Enright, a local attorney, was the last speaker, and it was past midnight when the successful affair terminated.

Letters of regret were read from Dr. Willis G. Gregory, of Buffalo; Byron M. Hyde, of Rochester, and others. The committee having the affair in charge were President George E. Thorpe, Vice-President W. B. Bissell, Secretary and Treasurer Marietta Harman, J. N. Stearns, G. T. Boyington, T. E. Quigley, L. R. Johnson and C. S. Ives.

MASSACHUSETTS.

The Phenacetine Case Up Again—A United States Drug Inspection Laboratory for Boston—Tobacco Revenue Law to be Enforced—Druggists Fare Well in Elections.

(From our Regular Correspondent.).

Boston, November 18.—The phenacetine cases against Fred. M. Gardner and Henry K. Mansfield, charged with selling the drug adulterated, were again before the court on November 9. They pleaded nolo and a fine of \$100 was imposed on Gardner and the case against Mansfield was placed on file. The defendants were wholesale druggists and the sale was made in an unbroken package. This was a part of a phenacetine campaign commenced by the board last spring, during which a number of samples were found of poor quality. Another case for violation of the law by selling tincture of iodine below standard was recently before the Newburyport court. John Homer was the defendant. He was fined \$100. He appealed.

Secretary Wilson, of the Department of Agriculture, at Washington, has asked Congress for an emergency appropriation of \$25,000 for the pure food inspection work of his Department. A part of this money, if secured, will be expended for a testing laboratory in this city for the examination of products entering this country.

ENFORCING REVENUE LAWS REGARDING TOBACCO.

Druggists handling tobacco should be interested in the action taken by revenue agents regarding proper enforcement of the package law. The officers claim that they intend to enforce the law relating to the sale of tobacco products in original packages. The rule is that all tobacco, cigars, cigarettes or snuff which is sold outside the original packages is liable to forfeiture and seizure, while the persons in whose possession the goods are found are subject to heavy fines and even imprisonment. The carelessness and unscrupulousness of retailers have caused many manufacturers to adopt the plan of placing individual brands on their products.

A QUEER DRUG STORE ROBBER.

James A. Bird's store, Cambridge, has been losing goods for some time past by robbery. The police were notified, and for a long time their efforts met with no success. One morning last week the patrolman on that route thought he noticed a man in the store before opening time, and proceeding to the rear of the store, he caught a man emerging from a rear window with two boxes of Mr. Bird's cigars. Several boxes of candy and three bottles of brandy were packed on the floor ready for removal, and \$6 in money was missed. The thief proved to be a dry goods merchant with a place of business in the same block with Mr. Bird. The robber has a good business, a bank account, neither smokes nor drinks, and one morning last May, when the police thought they had caught some one in Mr. Bird's place, came out of his own store and assisted them in what proved to be a fruitless search. A veritable Dr. Jekyll and Mr. Hyde condition. The prisoner was held for the Grand Jury.

DRUGGISTS ELECTED TO OFFICE.

Politically the druggists in this State did well at the recent election. Senator William J. Bullock had a walkover in his district, and in Essex County William F. Craig, Ph.G., received a total vote of 4,971, nearly twice as many as his Democratic opponent. In Ward 12 Frank E. Gaylord, of Washington street, was returned to the House, as was Arthur L. Gavin, of Ward 16. From all appearances the coming Health Committee of the Legislature will have a strong representation of druggists. James B. Cherry, Shawmut avenue and Castle street, also is interested in politics, and presided at a recent rally of Democrats in his ward. In Malden Mayor Dean's constituents want him for candidate for Mayor for the sixth consecutive time.

LIQUOR TROUBLES IN CAMBRIDGE.

In Cambridge the no-license people are up in arms against the druggists, and on Monday evening last held a meeting to open hostilities. They claim that the issue has been forced by druggists whose liquor business forms a large share of their trade. They even assert that many of the dealers in that city would not be in the business but for the sales of liquor. The participants in the meeting intend to ask the Legislature for more restrictive laws; also, if possible, to provide for some form of inspection in the interests of purity of liquors.

Joseph Wilson, 1951 Washington street, Boston, has just been sentenced to the House of Correction for two months, and was fined in addition \$100. This was his second offence, and

he has exceptions pending in the Supreme Court from the first trial. Although his lawyer said that Wilson's business would be ruined by imprisonment, the judge had no discretion in the matter.

TALKED ABOUT.

Mansfield & Gardner, 86 Canal street, abandoned the wholesale business Nov. 10.

The store of John Tirrel, Sharon, was broken into recently. Only goods were taken.

Dr. Edward P. Worth and Mrs. Worth, Edgartown, are in town for a short vacation.

Charles W. Donahue has moved his place of business from Andrew square to 572 Dorchester avenue.

J. A. Stewart, of Charlestown, has just purchased a fountain of the American Soda Fountain Company.

The store of Charles A. Dalley, of East Broadway, was the scene of a recent fire. The damage was not heavy.

Proctor's store, corner of Bowdoin and Olney streets, was entered recently. Money, cigars, candy and stamps were taken.

The police of South Framingham raided three drug stores in that town last Friday and seized a miscellaneous assortment of liquors.

Louis A. Lebowich, Ph.G., '01, has purchased the store of E. G. Priest, on Washington street, and has named it "The Crystal Pharmacy."

William B. Shaw, Ph.G., is an apothecary in the navy, and is at present on duty in this city. Mr. Shaw was a member of the class of '84, M. C. P.

A female employee of the United Drug Company, Leon street, Roxbury, fell from the third floor through the elevator well recently and was killed.

At a recent meeting of the Milford Pharmaceutical Association, officers were elected as follows: L. A. Lamson, Hopedale, president; A. H. Sweet, Milford, vice-president; G. Adams, Medway, secretary; J. Allen Rice, Milford, treasurer; Messrs. Mason, of Franklin, and Rice and Collins, of Milford, Executive Committee.

NEW ENGLAND ITEMS.

Druggists of New England will be interested in the fact that the constitutionality of the Vermont statute which forbids the issuing of trading stamps by any stores to be redeemed elsewhere, although permitting them to be redeemed at the place of issuance, is to be tested before the present session of the Supreme Court in Montpelier.

New Hampshire Commission of Pharmacy.

The October meeting of the New Hampshire Commission of Pharmacy was held at the State House, Concord, on Wednesday, October 28. The following candidates passed examination as registered pharmacists: George A. Foster, Dover; Fred S. Lovis, Boston, Mass.; Robert W. Cushing, Manchester, and Robert E. Allen, Canaan.

John H. Turcotte, Manchester, passed and will receive certificate as assistant pharmacist.

The board organized for the ensuing year by the election of the following officers: President, Edward H. Currier, Manchester; auditor, Ben O. Aldrich, Keene; secretary, Geo. F. Underhill, Concord. Meetings are held at the State House, Concord, on the fourth Wednesday of October, January, April and July.

The North Carolina Board of Pharmacy.

At a meeting of the North Carolina Board of Pharmacy held in the city of Greensboro on October 13 the following candidates for license to practice pharmacy passed successful examinations: Ben. S. Barnes, Fayetteville; Polk C. Gray, Statesville; Karl L. Lawing, Lincoln; Prince S. Leboo (col.), Wilmington; Clinton R. Meyer, Charlotte; John A. Rogers, Lillington; Mathias M. Souls, Ayden; William M. Stewart, Matthews; Thomas L. Streetman, Hendersonville; Henry G. White, Reidsville. The next meeting of the board will be held at Raleigh, at a date yet to be fixed. Information concerning the examinations may be obtained by applying to the secretary of the board, F. W. Hancock, Oxford, N. C.

PENNSYLVANIA.

Union Drug Company Succeeded by E. E. Wilson Drug Company
—Burnt Cork Article at the College House—An Appeal in the
Cocaine Case.

(From our Regular Correspondent.)

Philadelphia, November 18.—The old saying, "in union there is strength," does not always hold good, especially when it is connected with the drug trade. During the boom times a few years ago an effort was made to float a big drug trust, but owing to the druggists not caring to enter into a deal of this nature the scheme fell through. However, a combination known as the Union Drug Company was formed and for the past two years it secured several stores, all of which have been under the operation of the Union Company. Some few months ago there appeared some trouble in the inner workings of the company and some of the officers withdrew. Now all of the officers, with the exception of those affiliated with Mr. Wilson, have dropped out of the company, and the new corporation, known as the E. E. Wilson Drug Company, have absorbed the Union Drug Company. It is understood that the stores that were recently purchased and merged into the Union Drug Company will be carried on by the new company the same as heretofore. To secure a larger business many doctors in this city have been invited to patronize the E. E. Wilson company, and in this way to secure for themselves pure drugs and at the same time help the company along.

THE COLLEGE HOUSE OF THE PHILADELPHIA COLLEGE OF PHARMACY is now on a paying basis and its success is very gratifying to the committee. To make the surroundings as pleasant as possible, it is the intention of the House Committee to have some sort of an entertainment at least once a month. Friday night has been selected as the regular night for an entertainment, and a diversified programme has been agreed upon. On November 13 the residents of the "College House" gave a reception to the third-year class. This was preceded by a dinner, and then an entertaining programme was furnished by the "home guards." The first part consisted of a minstrel show, and some of the performers showed that they had mistaken their vocation and instead of catering to a suffering public they ought to have taken up the stage. There was singing, but the least said of that the better. Afterward there was a smoker, and before the evening was over some of the younger men made excuses so that they could get away from the smoke and bustle and commune with Mother Nature.

THE ANTICOCAINE LAW TO GO BEFORE THE SUPREME COURT.

The law relative to the sale of cocaine, which was passed at the last session of the Legislature, has no terror for some doctors and druggists. Under the law it is a misdemeanor to either sell or furnish cocaine without prescription. To make a test case Dr. S. W. Ridenour was arrested in Pittsburgh to answer the charge of selling cocaine without a prescription. He took the case to court, and on November 6 a verdict was rendered in his favor. It is likely that the case will be appealed and taken to a higher court, so as to determine the standing of the law. The outcome is awaited with great interest by all druggists and physicians.

RETAILERS IN GOOD FINANCIAL CONDITION.

There seems to be a variety of opinion in regard to the business situation in this city. Some of the large wholesale houses report their orders to be in excess of what they were at this time last year, while others say there is a complete stagnation. There are very few complaints made in regard to payments being delayed, and there are fewer druggists asking for time than has been the case for a long while. The retail druggists have no complaint to make. They are doing a good business, which is partially accounted for by the unreasonable weather and the great amount of sickness which is now prevailing. There is a considerable amount of smallpox and other contagious diseases in this city and every effort is being made to stamp them out, but without much success. During this year there have been more improvements made to the drug stores here than has been the case for several years. There is a tendency to do away with the old style of fitting up a drug store, and the recently opened ones are marvels of a new era in the fixtures and furnishings of a retail drug store.

THE SECOND PHARMACEUTICAL MEETING.

The second of the series of pharmaceutical meetings of the Philadelphia College of Pharmacy was held on November 17. This meeting was largely attended. Dr. Rodney H. True, of

the United States Department of Agriculture, spoke of The Cultivation of Medicinal Plants. He also illustrated his lecture with specimens of his own raising. M. I. Wilbert, Ph.M., presented "A note on the later developments in the study of radioactive matter," and George B. Weidemann gave "A demonstration of the preparation of compressed tablets on a small scale."

PHILADELPHIA NEWS NOTES.

C. M. Edwards, of Gilpin & Langdon, of Baltimore, is with us once again.

Charles F. White, representing the T. B. Dunn Company, of Rochester, N. Y., is in the city.

Benjamin Krehl has bought out the Soontag Pharmacy, at Germantown avenue and Rising Sun lane.

Wallace & Co., of New York, have had Fred. Fenno here for the past several days securing orders for the house.

J. V. Slaughter has purchased from T. Clyde Amiss the drug store at Pulaski avenue and Coulter streets, Germantown.

A. B. Wilson, representing George Leuders & Co., of New York, and also Mallinckrodt, of St. Louis, is hypnotizing the druggists in this city.

Peter Stang, who has conducted the drug store at Ninth street and Indiana avenue, has been unsuccessful, and it is now in the hands of the constable.

Dr. L. Rehbein has opened a new store at 4218 Germantown avenue. It has been tastefully furnished, and is one of the up to date pharmacies of this city.

There is to be a new store opened by Louis W. Rehbein on Germantown avenue, below Wayne Junction. It is said it is to be the finest on Germantown avenue.

W. J. Heim, Tenth and Jefferson streets, Philadelphia, is making extensive alterations to his store, putting in tile floor, metal ceiling, new fixtures and soda fountain.

P. Ashmead, who conducts the drug store at Sixteenth and Venango streets, has taken unto himself a partner. He is receiving the congratulations of his many friends.

F. P. Riedenauer has remodeled his drug store at Germantown avenue and Tioga street. It has been greatly improved, and is now classed among the best equipped stores in this city.

W. C. Burk, wife and daughter are now in Europe. They will visit England, France, Belgium and Holland, and will be gone several months. The trip is one of pleasure and business.

Smith, Kline & French Company have been assigned space in the Agricultural Building at the St. Louis Exposition. This firm intend to make a big display of their Eskay Food and other preparations.

Charles G. Taggart has opened a new drug store at Eleventh and Arch streets. This is one of the most up-to-date stores in this city. Mr. Taggart also conducts the stores at Ninth and Race streets and Sixth and Race streets.

George A. Michael has bought the drug store at Germantown avenue and Cambria street which was formerly conducted by Jesse W. Pechin, deceased. Mr. Pechin's other store, at Thirtieth street and Columbia avenue, has been purchased by Charles Rehbus.

E. R. Gatchel, the popular druggist of Tenth and Spring Garden streets, is getting in trim to become a mountain guide. On October 17 he chaperoned a large party of young people to the Switchback, and on Flag Staff Mountain he made a patriotic speech. Last Saturday he took another party out toward the Delaware Water Gap.

Clarence Elston, who has for the past several months been representing H. K. Wampole & Co., has associated himself with B. K. Davis, who owns the drug stores at Tenth street and Girard avenue and Seventh and Oxford streets. Mr. Elston was formerly in the retail drug business. He is one of the best bowlers in the Druggist Bowling League, and is well liked by the trade in general.

W. L. Cliffe is content to have no further honors thrust upon him. He is not only a member of the Pharmaceutical Examining Board, but is connected with the local association of the N. A. R. D., which he takes a prominent part in. Recently he was elected a manager of the Philadelphia Wholesale Drug Company, but owing to too much work he has resigned from the position. Mr. Cliffe is one of the best known druggists in this city. He takes a prominent part in all affairs that are related to the drug trade, and during the last session of the Legislature he was one of the druggists that kept an eye on all legislation that pertained in any way to his profession.

ILLINOIS.

More Trouble in the Cocaine Matter—Charges Against an Agent of the Board—The Chicago Retail Druggists' Association Support; the Agent—Express Companies Agree to C. R. D. A. Terms—The Lord, Owen & Co. Failure.

(From our Regular Correspondent.)

Chicago, November 18.—William H. Sage, who has acted as an agent for the State Board in its cocaine prosecutions, has been held to the Criminal Court under \$500 bond, by Justice Martin, on the charge that he sold Chichester's pills as an abortive medicine. D. H. Brillow, who acted as attorney for the druggists accused of selling cocaine, said in court that these men had combined so as to secure the conviction of members of the State Board. He declared that they would next attack Mr. Bodemann. The Chicago Retail Druggists' Association's Executive Board, at its meeting November 9, decided that unless the Chichester people "came to the rescue and stood behind their preparations, that they would be thrown out of stock by all members of the C. R. D. A." Druggist Brendecke and his associates, who are back of the charges against Mr. Sage and members of the board, are charged with taking this action in order to stop the cocaine prosecutions.

EXPRESS COMPANIES AGREE TO TERMS.

The Executive Committee of the C. R. D. A., at its November meeting, accepted the resignation of Organizer E. J. Cusack. It was announced that express companies have made the concessions demanded, and that they will hereafter allow druggists 15 cents on orders for baggage moving and 10 per cent. on van work.

THE LORD, OWEN & CO. MATTER

is dealt with at some length in another column. Eastern creditors have brought serious charges against the firm, and the order of settlement has been vacated by Judge Kohlsaat.

CHICAGO AND NORTHWEST NOTES.

A. W. Olds has opened a new store at Hartford, Mich.

Walter Kohl has opened a new store at Belleville, Ill.

C. E. Hessey, South Haven, Mich., has sold out to Mr. Remington.

A new store has been opened at East Alton, Ill., by E. A. Seck & Co.

Warner Brothers, druggists, lost heavily in a recent fire at Ashland, Wis.

Ralph T. Gentry, of Greensfork, Ind., has sold his store to Luther Murdock.

Judd & Conterman, at Granite City, Ill., have been succeeded by John B. Judd.

William R. Warner was here some weeks ago for a conference with the local manager, A. E. Renick.

Twenty-one out of 50 applicants passed the last examination given by the Iowa State Board of Pharmacy.

Dr. C. Winne, who has had a drug store at Sandwich, Ill., for 47 years, has sold out to I. C. Converse.

Great sulphur deposits are said to have been found recently in Colusa and Lake counties, California.

The drug store of J. F. Carnegie, 1600 Michigan avenue, was robbed November 8 for the twelfth time.

The Evans drug stock, at Waterloo, Iowa, has again been sold, Westveer & Brenneck, of Lake City, Iowa, being the purchasers.

M. I. Bowmaster has sold his stock at Cambridge City, Ind., to George Maxwell, who will consolidate it with that in his own store.

Charles W. Cheney, vice-president of the Doliber-Gooddall Company, devoted several days last month to the Chicago interests of the firm.

The wholesale drug house of Noyes Bros. & Cutler, at St. Paul, Minn., was slightly damaged by fire November 3. The loss amounted to \$300.

Rudolph Stangohr, proprietor of a drug store at 1950 Grand avenue, was found dead November 8 in his room in the rear of the place. It is supposed he died of heart disease.

Frank Jones, of the J. Ellwood Lee Company, of Conshohocken, Pa., recently spent several days in Chicago going over the situation with the Chicago manager, George B. Wright, and preparing for a big business for the winter.

There was excitement for a time in the drug store of Herbert A. Henry, 6301 Wentworth avenue, November 1. Frank Hayden, who was choking to death, ran in there and died. The customers thought he was crazy and fled.

The Guenther Pharmacy, at Oshkosh, Wis., has changed hands several times lately. It is now in charge of Henry Bass and Otto Mierswa. This is the oldest drug store in Oshkosh and was started by Richard Guenther, now United States Consul in Germany.

Drug Clerks' Unions.

Los Angeles, Cal., is not a healthy place for drug clerks' unions if we can depend upon the newspaper reports, says Meyer Brothers' Druggist. It seems that the San Francisco union has made repeated efforts to establish a branch at Los Angeles. The proprietors have an organization of their own, and have notified the clerks to hand in their resignations whenever they join a drug clerks' union.

An Increase in the Number of Naval Pharmacists.

In his recent report to Congress, Dr. P. M. Rixey, the Surgeon-General of the United States Navy, asks for the appointment of 25 additional pharmacists in the Navy, and also asks that all laws enacted for the benefit of other warrant grades become applicable to warrant pharmacists as well as to other warrant officers. These recommendations are along the line of the resolutions adopted at the last meeting of the American Pharmaceutical Association, and if they are adopted by Congress will result in not only doubling the number of warrant pharmacists in the service, but will also give them a better standing officially.

A Medallion of Dr. Wall Presented to the St Louis College.

At a meeting held at the college on November 14 the graduates of the St. Louis College of Pharmacy presented the college with a life-sized bronze medallion of Dr. Otto Augustus Wall, in recognition of his 30 years' service as professor of materia medica and botany. The exercises took place in the Materia Medica Lecture Hall at 7.30 p.m., being opened with introductory remarks by Dr. H. M. Whelpley. The presentation of the medallion by Charles Gletner followed, President Theo. F. Hagenow accepting the medallion on behalf of the college. After remarks by Prof. Otto A. Wall and Dr. Enno Sander, Dr. Wall's preceptor in pharmacy, Prof. Francis Hemm presented a duplicate medallion to Dr. Wall's family.

President E. H. Voepel and the following members spoke for the Alumni Association: W. C. Bolm, '75; Dr. Otto F. Claus, '82; Dr. Joseph L. Boehm, '98, and E. P. Cockerel, '01.

When Will the New Pharmacopoeia Be Out?

We read in some of our various exchanges information that the eighth decennial revision of the United States Pharmacopoeia will be published in October, 1903. We learn from various sources that the work will be out before the close of the year, or at the very latest early in January. All of these statements are without authority, and are made by parties not in a position to know whereof they speak.

On page 226 of the Meyer Brothers' Druggist for August appears the following: "While the work of revision is being carried on in a satisfactory manner, it is still too early for even a prediction of the probable date of publication." In the AMERICAN DRUGGIST for September 28, page 167, the chairman of the Committee on Revision says:

"You will confer a great favor upon the chairman and members of the Committee on Revision if you will state that the exact date of its appearance cannot be guessed even by the chairman."

We understand that various wholesale drug firms are constantly receiving orders for the new Pharmacopoeia. One firm sent a copy of the present Pharmacopoeia to a customer who ordered "the latest edition of the U. S. P.," and the book was promptly returned with the statement that the purchaser desired the Pharmacopoeia of 1900, which he understood was on the market.—Meyer Brothers Druggist.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, November 21, 1903.

WHILE business in the several lines has not been of a very extensive character during the past fortnight, jobbing orders have been in fairly liberal receipt, and in comparison with the preceding two weeks the volume of business shows some increase. The inquiry for holiday and winter goods has been rather encouraging, a large business having been completed. Though some weakness has developed in a few leading staples, the market as a whole remains remarkably steady. The principal features include declines in cocaine, opium and codeine, these being attributed to dull trade and keen competition. Although quinine sold lower at the Batavia auction on the 18th inst., the local market is characterized by continued firmness, and manufacturers' prices are unchanged. Some lines of staple articles are said to be scarce, and an actual shortage is feared. There is already a temporary shortage in the supply of certain roots and herbs, which has resulted in advances both in the crude articles and their derivatives. The advance in the price of podophyllin on account of the scarcity of mandrake root is a case in point, and the trade are looking for higher prices on a few other roots and barks that might be named. The outlook to the close of the year is regarded as favorable, and it is felt that when the books are balanced they will show a large and gratifying volume of trade for 1903. The chief fluctuations of the period under review are indicated in the accompanying table:

HIGHER.	LOWER.
Balsam Peru,	Cascara sagrada,
Balsam tolu,	Codeine,
Anise oil,	Opium,
Tansy oil,	Ergot,
Spearmint oil,	Menthol,
Clove oil,	Nitrate of silver,
Sassafras oil,	Peppermint oil,
Dandelion root,	Bergamot oil,
Vanillin,	Lemon oil,
Camphor monobrom,	Cajuput oil,
Epsom salt,	Rose oil,
Cubeb berries,	Cocaine,
Valerian root,	Mexican sarsaparilla,
Podophyllin,	Crude brimstone.
Culvers root,	
Mandrake root,	
Coriander seed,	
Aloes, Curacao,	
Valencia saffron.	

DRUGS.

Alcohol continues without special feature, either as regards price or demand, an average business being transacted in both grain and wood on the basis of previous quotations, or say \$2.45 to \$2.47 for the former and 50c to 55c for the latter, as to quality and quantity.

Ammonium carbonate deliveries are being retarded through various causes, and dealers are firm in their views as regards prices, the range of the market being steadily maintained at 8c to 8½c for domestic, and 8½c to 9c for foreign, as to quantity.

Balm of Gilead buds are scarce and wanted; the small stock is firmly held at 45c.

Balsams.—Copaiba, Central American, is in good demand, the better grades receiving most attention, but prices show no quotable change, the sales during the interval being at 35c to 38c; Para quoted 40c to 42½c. Fir is held with more firmness in view of scarcity, but the demand at the moment does not exceed jobbing proportions, and there is no quotable change in values, such sales as come to the surface being at \$3.25 to \$3.60 for Canada, and \$1.25 to \$1.35 for Oregon. Peru has developed some scarcity and dealers are asking higher prices, nothing being now offered below \$1.10. Tolu is in reduced supply, and holders are firmer in their views at an advance to 28c to 28c.

Barks.—Buckthorn is in limited supply, and holders offer with reserve at an advance to 4½c to 5c. Cascara sagrada has weakened in the interval owing to a lessened inquiry, and while there is no open quotation for new bark under 14c, it is intimated that this figure might be shaded on a firm bid for a quantity lot, the quotations of 11½c to 13½c being named at producing points. Bayberry has sold moderately well during the interval, and most of the low priced bark has been taken up, leaving a small lot of about 500 pounds, which is held at 18c to 19c. Sassafras is coming under better control, and holders are firmer in their views at the range of 6c to 8½c, as to quality and quantity. Cramp is in light supply and firmer at 6c to 7c. Cherry, wild, has been in fairly good request, and quotations are firmly maintained at 5c to 6c.

Cacao butter is in light supply, and in demand at 28c to 28½c for bulk.

Cantharides, Russian, are in improved demand, and the market is firmer at 75c.

Cocaine is dull, and the price has depreciated since our last, manufacturers now quoting on the basis of \$3.75 per ounce for bulk, a reduction of 25c an ounce. The decline surprised no one, having been practically anticipated for a week or more through the publication of the note in our previous issue calling attention to the disturbed condition of the European markets, where keen competition had lowered prices 15 per cent. Domestic manufacturers announced the decline in circulars bearing date of November 19.

Codeine has weakened in the interval, and pure in bulk shows a reduction to \$3.20 to \$3.40, with sulphate, muriate and nitrate correspondingly lower.

Cod liver oil is held with the same firmness that has characterized this article for the last few months. The quotations of the market are well sustained at \$120.00 to \$145.00 per barrel for Norwegian, and \$3.00 to \$3.25 per gallon for Newfoundland.

Cubeb berries are in moderate demand and firm at a slight advance over previous quotations, whole being held at 8c to 9c, with sales at the inside figure.

Ergot is dull, and the market has an easy tone in consequence of cables reporting weaker markets abroad. The market is unsettled, and quotations are largely nominal at 38c to 40c for both German and Spanish.

Irish moss has been in good seasonable demand, and prices are maintained with some firmness in view of the limited available supply; quoted 6½c to 8c for ordinary and 9½c to 10c for bleached.

Manna is a trifle irregular in the face of competition, and the open quotations of the market are being shaded in instances, though the range remains 38c to 40c for large flake, 34c to 36c for small flake, and 28c to 30c for sorts.

Menthol is in better supply and easier, the last sale being made at \$6.00. Our quotation last week was \$6.50 to \$7.00, and this marked reduction in price is attributed to the lack of important demand, coupled with reports of easier markets abroad. It is stated in some quarters that a firm bid of \$5.90 on a quantity lot would not be turned down.

Opium has declined since our last, notwithstanding the strong tenor of advices from Smyrna. Cases may now be obtained at \$3.10, and broken packages at \$3.12½ to \$3.15, as to

holder and test. Powdered has also weakened a trifle, and jobbing lots offer at \$3.85 to \$3.70. According to recent reports the statistical position of the gum is such as to warrant the expectation of higher prices in the near future. The principal importers in this market state in a recent circular that the stock in all Turkish shipping ports on November 1 was fully 3,500 cases less than at the same date last year, and this shortage will materially increase, as there is but little more in the interior. The total crop for all Turkey, including Salonica, in 1902 was 11,200 cases, while in 1903 the total crop is but 8,000 cases. With 8,000 cases less produced than last year stocks must diminish weekly from now on.

Podophyllin has been advanced to \$2.45 to \$3.00, as to make, on account of the higher prices prevailing for mandrake root. The tone of the market is strong, and the outlook is considered favorable to still higher prices.

Quinine continues to meet with a good consuming demand and holders manifest considerable firmness, though manufacturers' quotations show no change from the old basis of 25c for bulk in 100-oz. tins. The bark sale at London on the 17th inst. went off at a slight advance, and it was confidently expected by many in the trade that an advance in the price of both foreign and domestic quinine would follow, but such proved not to be the case, though the tendency is distinctly upward. At the sale of Java quinine in Batavia on the 18th inst. the price realized was fractionally lower than that paid at the October sale, some of the quantity offered having even to be withdrawn on account of the comparatively low prices named in the tender.

Saffron, Valencia, continues to reflect an upward tendency in sympathy with the tenor of advices from abroad. While limited quantities might be obtained at \$8.00, the general asking price is \$8.50 to \$9.00. Crop estimates indicate a great shortage; the crop is now practically gathered, and it is estimated to yield about half of the previous one.

Vanillin is higher, the principal makers having raised their quotations to 55c to 60c, with nothing offering below the inside figure.

CHEMICALS.

Acetic acid has sold actively during the interval on contract orders at the same range of prices as has prevailed during the year.

Arsenic remains quiet but steady under the influence of slight scarcity, the quotations for white being maintained at $3\frac{1}{4}$ c to $3\frac{3}{4}$ c, as to quantity and terms.

Blue vitriol is in steady, moderate demand, and prices are quotably unchanged, the range for jobbing parcels remaining 5c to $5\frac{1}{2}$ c.

Camphor, monobromide is firmer and manufacturers' quotations have been advanced 10c per lb. to \$1.00 to \$1.05, as to quantity.

Chlorate of potash, crystals, is fractionally lower, the offerings for prompt delivery being at 7c to $7\frac{1}{4}$ c, while forward delivery has sold at $6\frac{3}{4}$ c and upward, as to quantity and terms. Powdered is held and selling at $7\frac{1}{4}$ c to $7\frac{1}{2}$ c.

Cream of tartar is wanted only to a limited extent, but manufacturers' prices are maintained at the range of $24\frac{1}{4}$ c to 25c for crystals and powdered.

Nitrate of silver is fractionally lower, in sympathy with the price of bullion, the revised quotations from manufacturers being $37\frac{1}{2}$ c to $41\frac{1}{2}$ c, as to quantity.

Saltpetre is selling in a jobbing way at $4\frac{1}{4}$ c to $5\frac{1}{4}$ c for refined, as to quality and quantity; crude held at $3\frac{1}{2}$ c.

ESSENTIAL OILS.

Anise is a trifle firmer, but most holders offer at the previous range of \$1.07 $\frac{1}{2}$ to \$1.10, though some are asking \$1.12 $\frac{1}{2}$.

Bay is attracting some attention at the moment, owing to the adverse crop reports from the West Indies, but aside from some display of firmness on the part of holders in this market, we have no change to report as regards the price, which is maintained at \$2.60 to \$2.75.

Cajuput is a trifle irregular and unsettled, with intimations that the lowest open quotation of 70c could be shaded on a firm bid.

Camphor has developed some activity, a fair demand being in progress at $8\frac{1}{2}$ c to 10c.

Cassia is quiet without, however, any quotable change in price.

Citronella is in limited supply, and the market is steady at previous prices, or, say, 22c. to 23c. for drums and cases, respectively.

Messina essences show some price alterations, the limit for bergamot having been reduced to \$1.80 and lemon to 55c. Orange of the new crop to arrive offers at \$1.55 and new crop bergamot at \$1.85.

Peppermint has developed a weaker feeling, and values are irregular and unsettled, with bulk quoted at \$2.35 to \$2.50. Sales of H. G. H. in cases are reported at \$3.20, though \$3.25 is generally named.

Pimento shows an advancing tendency, and the inside figure has been already marked up to \$1.50, while up to \$2.25 is named by some holders.

Sassafras, natural, is extremely scarce, and prices mark a sharp advance, 50c to $52\frac{1}{4}$ c being now generally named, as to holder; artificial is meeting with an active consuming demand, and holders are firm in their views at 30c.

Wintergreen, artificial or synthetic, has been revised in price by the manufacturers, who announce a new schedule in which lots of 1,000 lbs. in one delivery are quoted at 38c; smaller lots quoted at 40c.

GUMS.

Aloes, Curacao, have sold actively during the interval, and the market is firmer and higher at $3\frac{1}{4}$ c to 4c. Cape is inquired for to a moderate extent, and recent sales were at 14c to 15c.

Arabic is dull, but there is no urgency to realize at anything below $6\frac{1}{4}$ c to 10c for sorts.

Asafoetida is selling fairly in a jobbing way, and the market is steady at previous prices, or, say, 21c to 28c.

Benzoin continues in demand, with numerous sales of Sumatra reported within the range of 28c to 34c; Siam held at 40c to \$1.00 as to quality and quantity.

Camphor is seasonably quiet, but prices are maintained firmly at $54\frac{1}{2}$ c to 55c for domestic refined in barrels and 55c to $55\frac{1}{4}$ c for cases.

Chicle is in improved position and firmer from second hands, with up to 44c asked.

Myrrh is scarce and tending higher, with siftings quoted at 18c and tears up to 27c as to quality.

Shellac, of the various grades, is in active consuming demand and higher in instances.

ROOTS.

Aconite is slow of sale, but prices are not quotably changed, German being held at 9c to 10c.

Blood (Sanguinaria) has sold actively since our last, and prices show a marked advance, owing to depleted stock and strong primary markets. Sales at the close were made at 14c.

Culvers has sold in a large way during the interval, and prices have advanced to 8c to 9c.

Dandelion, German, is scarce and wanted at up to 10c.

Ipecac is dull, and there are rumors of shading on Carthagena, which is held at \$1.15 to \$1.25, while Rio is firm at \$1.40 to \$1.50.

Mandrake is maintained with noticeable firmness at the recent advance to 10c, and the tendency is still upward.

Sarsaparilla, Mexican, is a shade easier, recent offerings being at $12\frac{1}{2}$ c to 13c.

Senega maintains its firm position, and sales have been made during the interval at the range of 74c to 75c. It is rumored that large lots are being held back at primary points, and a suspicion is gaining ground that present values are inflated, though dealers in the West are known to be offering high prices for clean, dry root.

Valerian is in good demand, and the quotations have been advanced since our last to the range of 5c to $5\frac{1}{4}$ c for Belgian.

SEEDS.

The market for druggists' seeds is characterized by considerable firmness, and we have to note several advances, coriander being in demand and higher at $3\frac{1}{4}$ c to $3\frac{3}{4}$ c. Poppy is scarce, and recent sales were at an advance to $5\frac{1}{4}$ c to $5\frac{3}{4}$ c. For celery some holders quote 9c inside. Lobelia continues scarce and firm at 60c. Canary is firmer, in sympathy with stronger foreign markets, and the revised quotations are $4\frac{1}{2}$ c to $4\frac{3}{4}$ c for Smyrna and $4\frac{1}{2}$ c to 5c for Sicily.

HINTS TO BUYERS.

If you want to sell a seamless, non-leaking water bottle write for a catalogue to the Canton Rubber Company, Canton, O., mentioning the *AMERICAN DRUGGIST*.

Write to the Carbonating Apparatus Company, Buffalo, N. Y., for details of their absolutely new hygienic soda fountains. They are worth an investigation.

Wilmot, Castle & Co., Rochester, N. Y., will, on request, furnish booklets with your name on which will be good advertising for you. Write them for sample booklets.

Buyers of absorbent cotton should note the advertisement of the Maplewood Mills, of Fall River, Mass. This concern is the largest of its kind in the world and in a position to offer great inducements to buyers.

An excellent spirit for the manufacture of remedies for external application is that made by the Wood Products Company, of Buffalo, whose advertisement will be found on the front cover of this issue.

Write a postal card to the Yesbera Mfg. Company, Department B, Toledo, O., and obtain a catalogue of up-to-date metal furniture for the store. Tell them what you are most interested in, and they will send you the proper book.

Drake's Palmetto Wine is sure to prove a great seller at the retail price of 75 cents per bottle. Write for descriptive matter to the Drake Formula Company, Chicago, Ill., mentioning the *AMERICAN DRUGGIST*.

Evergreen Chemical Company, 130 Fulton street, New York City, have a line of concentrated flower oils and non-bleaching colors which every druggist ought to know about. Write them for booklet No. 2, telling how to make handkerchief extracts.

The Bowser Self-Measuring Oil outfit is a necessity to any one handling oils in a large way. Write to S. F. Bowser & Co., Ft. Wayne, Ind., for their catalogue VII, descriptive of this oil outfit.

The Centaur Company, proprietors of Castoria, have always stood by the retail drug trade, having paid the war tax out of their own pocket. Write them for free advertising matter for counter distribution, mentioning the *AMERICAN DRUGGIST*.

The Hallwood Cash Register Company, Columbus, O., are in a position to make a proposition which will help the druggist keep up with his business. Write them for details, mentioning the *AMERICAN DRUGGIST*.

The Dawes Mfg. Company have a catalogue of shop bottles which every druggist should have a copy of. Their Roman shop bottles have proven great sellers. Write them at Pittsburgh for illustrated catalogue, mentioning the *AMERICAN DRUGGIST*.

Dr. Walte's antiseptic local anæsthetic has been received with the highest commendation from the best authorities in the dental world. Write for particulars and trade prices to the Antidolar Mfg. Company, Springville, Erie County, N. Y., mentioning the *AMERICAN DRUGGIST*.

Arthur Colton, Detroit, manufactures a full line of pharmaceutical machinery of most approved types, including automatic pill makers, tablet machines, pill coating machines, etc. Write him for catalogue and prices if you want to get your laboratory into good shape.

The Torsion Balance Company, 92 Reade street, New York, make balances which have a wide range and still are very delicate in their adjustment, and will nevertheless stand rough usage. Write them for illustrated catalogue, showing the special advantages of this system of manufacture.

Elmer & Amend, Eighteenth street and Third avenue, New York City, carry a full line of all sorts of physical and chemical apparatus, and druggists looking for anything out of the usual in this line will be certain to find it there. Write them for catalogue, mentioning the *AMERICAN DRUGGIST*.

Randall's Grape Juice is sure of a steadily increasing demand when once it has been introduced. Samples and special advertising matter will be mailed gratis to applicants, who, when writing to Randall, Ripley, N. Y., mention the *AMERICAN DRUGGIST*.

In buying ointment boxes be sure to specify "Mt. Washington." This line of impervious boxes, made in black walnut and silver poplar, is to-day the standard. The goods are strong, light, of beautiful finish, and the covers fit with absolute snugness.

The most reliable and the most economical form of chalk is that marketed by the Thomas Mfg. Company, of Baltimore, under the name of Thomas' English Prepared Chalk. It is packed in 8-pound wooden boxes, and may be had of jobbers in two colors—white and pink.

Fine prescription corks are made and sold to the retail drug trade by the old firm of Justus Brauer & Son, of 248 North Front street, Philadelphia. Goods bought of this concern can always be relied on to be fully equal to sample and of full count.

The new advertisement of the Coe Mfg. Company, of New York, appearing in this issue should be interesting to the wide awake dealers. The tweezers with magnifying glass attached will prove a very ready seller. All the novelties of this concern have been remarkably successful in finding a ready market and at remunerative figures to the dealer.

Package borax is apt to prove highly unsatisfactory to both dealer and consumer if it does not bear the imprint of the Pacific Coast Borax Company. This concern were compelled to package their own goods in order to head off the numerous frauds infesting the market. Druggists cannot do better than to carry these goods in stock and urge their sale.

The Davidson Rubber Company, 19 Milk street, Boston, Mass., are the only manufacturers of the Davidson nipple, one of the best sellers ever put out in the drug trade. Every druggist should have a Davidson catalogue in his commercial library. One may be had by writing to the company and mentioning the *AMERICAN DRUGGIST*.

We desire to call the attention of our readers to two of the specialties of A. Klipstein & Co., of 122 Pearl street, New York, namely, Crystallose, an improvement over saccharine, and Carmel Soap. These two articles have been widely advertised and have both found a large and growing market. Interesting literature on Crystallose may be had by addressing the firm. The goods are for sale by all druggists.

When ordering Milk Sugar for feeding purposes, pharmacists and physicians may specify the "M. C. W." brand with full confidence that they are getting as pure and reliable a preparation as is on the market. Each package bears the well-known trade-mark "M. C. W.," which, of course, stands for Mallinckrodt Chemical Works, and also full directions and rules for feeding.

Gervaise Graham, 1251 Michigan avenue, Chicago, Ill., will send upon request, without any expense to the druggist, a very handsome window and counter display, with booklets for distribution. This outfit is one of the most attractive advertising outfits ever sent out to the drug trade. There is nothing cheap about it, except the fact that it costs the druggist nothing to obtain it with the exception of a postal card mentioning the *AMERICAN DRUGGIST*.

It is of some interest to travelers to know that the first sleeping cars constructed were built in the Chicago & Alton shops, under the direction of George Pullman, and that the Chicago & Alton Railroad was the pioneer road in the use of sleeping cars in the United States. The same progressive spirit which led them to introduce this novelty has kept the Chicago & Alton well to the front in its popularity with the traveling fraternity generally.

The Fischer Chemical Importing Company, of 14 Platt street, New York, are the sole American agents for United States and Canada for a line of German chemical specialties of value to the medical profession and the public. Among these may be mentioned Eosot Geosot, Uricidin Stroschein and Eosolate of calcium, of quinine, of silver. Pharmacists who take pride in making the prescription desk the center of their business would do well to keep themselves posted about these valuable remedies.

The Rochester Surgical Appliance Company, of 17 Elm street, Rochester, N. Y., have just issued a handsomely illustrated catalogue, describing the ingenious and novel appliances which they manufacture in the form of diagnostic instruments which are lighted by electricity. A copy of their catalogue will be sent on request to correspondents mentioning the *AMERICAN DRUGGIST*. Their goods have met with general approval among the leading surgeons and will form a popular line for up to date druggists to handle.

Benzoinated lard is the base of so many preparations dispensed by the pharmacist that a first-class product is of the utmost importance. A pure, stable article should be kept by all druggists. Though it may cost a little more, the satisfaction one feels when he knows he uses the best repays for the slight advance in price. Armour & Co. offer in 5, 10 and 25 pound tins benzoinated lard that is rendered directly from leaf fat

especially for pharmaceutical purposes. This benzoinated lard, as well as other Armour laboratory products, is stocked by the jobbing drug trade everywhere.

Co-operation with W. F. Young, of Springfield, whose advertisement appears in this issue, has always proved productive of business to the retail pharmacist. Mr. Young's veterinary remedies are of universal sale, and where he knows that a druggist is supplied with them he makes it a point to refer nearly by horse owners direct to the pharmacy. A clever booklet, entitled "How to Take Care of the Horse," bearing the druggist's private imprint, will be mailed by Mr. Young to lists of names of neighboring owners of horses furnished by the druggist.

Rats and mice are pests at all times, but it is during cold weather that they do the greatest damage, on account of their being driven into the houses by the cold. Housekeepers have absolutely no use for rats, mice, cockroaches and water bugs, but nevertheless millions of homes are full of these pests. The natural result is a big demand for an exterminator that is reliable. Stearns' Electric Rat and Roach Paste fills the bill completely. It is already prepared for immediate use and gives universal satisfaction. Druggists can make no mistake in pushing the sale of and recommending Stearns' Electric Paste to their customers.

The Herpicide Company, of Detroit, Mich., U. S. A., manufacturers of Newbro's Herpicide, a popular American toilet article and barber shop requisite, are making an especially attractive offer to druggists abroad to become exclusive direct retail agents outside of the United States. One agent will be appointed in each important city under the following conditions: The Herpicide Company will do extensive local newspaper advertising, and the name of the appointed firm or dealer will be attached to each and every advertisement as sole agent. Agencies thus established will become increasingly valuable year by year, as the advertising will be continuous, and the agency will not be changed except for good and sufficient reasons. The agent so appointed must have the principal drug store and largest business in the town, and he must enjoy the better class of trade. Such agencies will at all times keep a fair supply of this preparation, the sale of which is absolutely guaranteed through continued advertising. A more complete explanation of this important offer will be found in the announcement of the Herpicide Company in another part of this issue.

The Word Hunyadi Cannot be Used on Artificial Water.

In the United States Circuit Court of Appeals for the seventh district a decree has been rendered by Justice Grosscup to the effect that it is unlawful to use the word "Hunyadi," the name of a natural product, as a designation for an artificial manufactured product. In the case in question Wm. T. Thackeray had used the name "Hunyadi" on an artificial water in connection with the word "Geyza," but was enjoined from any further use of the word "Hunyadi." This is a very important decision, establishing a precedent which, if followed out, will do much to protect the public against the introduction of artificial imitations of natural waters.

Running a Store in the "Butler Way."

Write to Butler Brothers, Chicago, for the little pamphlet which they issue under the above title. It contains several valuable ideas which can be applied to the retail drug trade.

The United States Playing Card Window Display Contest.

During the past year the United States Playing Card Company, of Cincinnati, have furnished some hundreds of their window displays and have offered a series of prizes ranging from \$5 to \$200 each. Several well-known druggists were among the winners of the prizes last year, the third prize of \$50 going to Hegeman & Co., 200 Broadway, New York City, \$10 being won by Z. T. Baltzly, of Massillon, Ohio, and George B. Evans, at Eighth and Arch streets, Philadelphia. Five dollar prizes were also won by Fred. Brundage, Muskegon, Mich., and by Pohl & Shephard, Fremont, Neb. This offer of prizes proved so popular that it is being repeated for the year 1904. The full details as regards the conditions under which the prizes are offered may be obtained by addressing the United States Playing Card Company, Cincinnati, Ohio, and mentioning the AMERICAN DRUGGIST.

First Prize for Eskay's Food Window Display Goes to Stoddart Bros., Buffalo, N. Y.

During last June Smith, Kline & French Company, of Philadelphia, offered 12 prizes for the best window display of Eskay's Food. The value of the prizes were: 1st prize, \$25; 2d prize, \$15; five prizes of the value of \$10, and five of \$5 each. The competition was open during the months of June, July, August and September. Great interest was shown in the contest and a large number of druggists competed for the prizes.

A photograph of the display made by Stoddart Bros., which



was awarded 1st prize, is shown in half-tone herewith. It was arranged to represent the Brooklyn Bridge.

The attractive bonus and window display offer made by the manufacturers of Eskay's Food should enlist the interest of every druggist, and we advise druggists to correspond with the manufacturers and get full particulars of their offer.

The Liquid Builds Fountains for All the World.

We have been favored with a photograph of the magnificent industrial "float" of the Liquid Carbonic Company (of Chicago, New York, Pittsburg, St. Louis, Milwaukee, Cincinnati, Baltimore, Minneapolis, Kansas City and Dallas, Texas), which appeared in the Chicago Day Centennial Parade, at Chicago, Tuesday night, September 29. This beautiful float was one of the handsomest in the long parade, and certainly embodied more actual cash value than, perhaps, any other one. It was viewed with admiration by the thousands of people assembled along the line of parade, and could not have failed to impress upon the multitude the fact that "The Liquid" stood for excellence and beauty in the manufacture of soda-water apparatus.

India Rubber Goods.

The Association of German India Rubber Goods Manufacturers decided, at a meeting held on October 2 at Hanover, like English manufacturers, to make a further advance of 10 per cent. in the prices of all India rubber goods from October 10. A previous increase of 10 per cent. was made in April.

Supplying Physicians.

At the Washington meeting the N. A. R. D. adopted the following resolution:

"Resolved, That all manufacturing chemists, with special reference to those loyally supporting the N. A. R. D., under Resolution C. adopted at Cleveland, be asked and urged to abstain as far as possible from direct selling to dispensing physicians beyond what is required by the pressing emergencies of medical practice."

Frederick Stearns & Co. say that this resolution "is in the right direction, but is not positive enough. It should have been a straight, unqualified demand, omitting the as far as possible clause, and closing with the word 'physicians.' It is possible for a large manufacturing business to be conducted without selling directly to dispensing physicians, because Frederick Stearns & Co.'s business is so conducted. Frederick Stearns & Co. do business only with retail and wholesale druggists, and other manufacturing houses could do business the same way if they would."

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, DECEMBER 14, 1903.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

68-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G.....Editor.

THOMAS J. KEENAN,Associate Editor.

ROMAINE PIERSON.....Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office.....\$1.50

Foreign Countries 3.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication.

Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 68-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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REGULATING THE SALE OF COCAINE.

WE have long advocated the passage of legislation looking to the prohibition of sales of cocaine to habitual users of the drug, and we have been gratified to note the steps taken by various organizations of pharmacists throughout the country to procure the enactment of laws calculated to make the purchase of cocaine at retail more difficult. The pharmacists of Illinois are entitled to special credit for the philanthropic stand they have taken in this matter.

It is greatly to the credit of pharmacy in general that legislation for the restriction of sales of narcotic drugs has been initiated by pharmacists; that so soon as the use of certain drugs has degenerated into abuse the pharmaceutical associations have not waited until public clamor compelled them to amend the laws regulating the sale of such drugs, but have proceeded of their own volition to suppress or control a traffic which promised to menace the morals of the community. It is therefore quite in keeping with the traditions of the craft to find the Druggists' Association of Syracuse, in this State, recommending the passage by the Legislature of a bill further restricting and safeguarding the sale of cocaine. At the November meeting of this association, the following resolutions were adopted:

Whereas, The use of cocaine and its salts and preparations containing same has become so general that it has resolved itself into an abuse of a valuable drug, and

Whereas, The number of habitual users of this drug has increased to an alarming extent, and

Whereas, It having come to the notice of the Syracuse Druggists' Association that some retail druggists throughout the State of New York are in the habit of making the sales of cocaine and admixtures thereof in small quantities to habitual users of the drug a feature of their business, and

Whereas, As this custom is making many new victims of the pernicious cocaine habit and is lowering the tone of the profession of pharmacy, be it

Resolved, That the Syracuse Druggists' Association in meeting assembled declare itself in favor of the passage of some legislative measure at the next session of the Legislature, that will restrict the sale and dispensing of cocaine and its salts, or of admixtures thereof, and hereby urges the New York State Pharmaceutical Association and the State Board of Pharmacy of New York State to devote their energies to that end, and be it further

Resolved, That the secretary of this association communicate with the chairman of the Legislative Committee of the New York State Pharmaceutical Association and the secretary of the State Board of Pharmacy, advising each of the action taken by the Syracuse Druggists' Association.

The association also appointed a committee, consisting of President George E. Thorpe, E. S. Dawson, jr., W. B. Bissell and William Muench, to consider

restrictions. The committee suggested an amendment to the State law as follows:

The alkaloid cocaine, or any of its salts, or any admixture thereof, or any proprietary preparation or article containing the same, to be sold or to be furnished only upon the prescription of a duly registered practicing physician or dentist, which prescription shall be retained by the seller, and shall be filled but once, and no copy of which shall be given to the purchaser.

This amendment will be presented to the Legislature in Albany at its session in January, and should, and no doubt will, receive the active support of the retail trade throughout the entire State.

FIRST AID TO THE INJURED.

IN a recent issue we took occasion to comment upon the awkward predicament in which the druggist found himself, who was called upon to act the part of the Good Samaritan when appealed to for medical aid in the case of some emergency. Since the publication of this item it has come to our notice that in one country, at least—the Argentine Republic—quite definite regulations have been laid down by the governing authority concerning the rights and duties of the pharmacist when appealed to for aid in cases of emergency. These regulations provide that:

Whereas, the pharmacist is very frequently called upon to give aid to the public in cases of accidents; whereas, it would be contrary to the interests of the public to prohibit pharmacists from rendering such services; whereas, the education of the pharmacist is sufficient in most cases to render the necessary services in cases of accidents, at least provisionally, and whereas the treatment of surgical accidents is based upon the rules of asepsis and antisepsis, the Superior Council of Health has decided that the rendering of such aid as may be necessary is permitted to pharmacists, provided the following conditions be observed:

A wounded person may only be treated by a pharmacist for a perfectly fresh wound. The pharmacist shall use in washing the wound nothing but either a solution of 4 per cent. boric acid, or 1½ per cent. salicylic acid. These washings shall be done with aseptic cotton and not with sponges. For the purpose of arresting hemorrhage, he shall have recourse only to compression, either by tampons of cotton soaked in the solution, or by direct pressure upon the arteries.

When the wound has been washed and when the hemorrhage has ceased, the edges of the wound may be united with strips of adhesive plaster, taking care not to cover the wound completely with the plaster. A layer of absorbent cotton and one of gauze may be placed over the wound and the plaster, and the whole may be kept in place by means of a gauze bandage.

While, as we have already intimated, we think it is desirable that some legal recognition be given to the right of the pharmacist to administer first aid to the injured without bringing him into conflict with the laws governing the practice of medicine, we certainly should not advocate the enactment of such definite and narrow regulations as those provided in the Argentine Republic. It would require a remarkable memory on the part of the pharmacist, and a much greater familiarity with the details of the law, than is pos-

sessed by most druggists to insure his conducting himself in accordance with the restrictions laid down in the Argentine regulations. In the total absence of any regulation on the matter, our courts and certainly our juries would always give the druggist the benefit of the doubt where he has exercised an ordinary degree of skill and care and an ordinary degree of humanity in affording first aid to the injured. And we had much rather leave this matter to the discretion of our courts than to have a law enacted which is so narrow and in some directions so impracticable in its restrictions as that quoted above. Indeed, if we should secure the passage of such definite and narrow regulations as these, the druggists would find themselves rather in the position of the frogs who elected a stork for their king.

In some of the colleges of pharmacy we believe a certain amount of instruction is given on first aid to the injured. This is a move in the right direction, but in view of the suit referred to in our last issue, it is desirable to incorporate in this course very definite and clear instructions as to the legal restrictions imposed on the pharmacist in applying the knowledge so afforded.

THE AMERICAN DRUMMER.

TO the American drummer all hail! We have long admired him and have often testified to that admiration; we are not, therefore, greatly surprised—though very much pleased—to note that his good qualities have been observed and appreciated by no less a personage than his Britannic Majesty's Commissioner to South Africa, Mr. Birchenough. In an official report on the commercial conditions and prospects of South Africa the commissioner admits the successful rivalry of American manufacturers with those of Great Britain in this field, and assigns as one cause of this success the "accessibility and bonhomie of the American agents, compared with the reserve of the British agents."

The august commissioner is right. The American sales agent is a trade winner the world over. His radiant and unfailing good humor, his shrewd appraisal of human nature, his adaptability, his command of that form of speech which the London *Times* terms the "American Language," his versatility and his restless energy make the American drummer a personage to be reckoned with in the world's market. Let him but add a few foreign languages to his repertoire and the great American drummer will beat the world hands down. Here is his only weak point—linguistics. He has, as a rule, devoted more time to the acquirement of a picturesque vocabulary of "American" than to a study of Spanish, and German, and French, and, as a consequence, he cannot hold his own save in English speaking countries. There, however, he is *facile princeps*, and we hope that ere long we will have a new crop of American drummers who can hold their own in linguistic ability with those of Europe.

[Written for the American Druggist.]

CHRISTMAS TRADE.By J. A. WILSON,
Baltimore, Md.

DRUGGISTS do not usually enter very vigorously into the contest for the trade of the Christmas shoppers, but if they would make more effort in that direction, they would capture more of the money thus spent.

Christmas is the most important of all the holidays in the United States, and is the season when all men are desirous of showing their "good will" to others, by gift giving. As buying is then done on a larger scale than at any other time during the year, it must naturally follow that this is the harvest time for the merchant. Let the druggist then be as keenly on the alert for trade as the seller of jewelry, bric-a-brac and other novelties, and suggest to the buying public that his store contains many useful articles, as gifts, for sale.

The question is, How to do this? Attractive displays, low prices and courteous salesmen may be more effective than any other means.

It is a recognized fact that Christmas shopping begins with the Thanksgiving holiday and continues until Christmas Day. Then, why not begin planning at once for the store and window trim? The druggist has at hand ample means for making his store attractive. Shelves, show cases, counters and windows form most valuable agencies for this work. The delicate goods, such as perfumes, toilet articles, confections, cigars, etc., can be arranged in a manner to attract the most æsthetic. Whatever the druggist has to offer should be brought prominently forward at this time.

The season for such display is short, and the plans should be many and varied. Change the position of your goods often and your stock will always appear new. Beautiful articles always commend themselves to the buyer, so place these in prominent places. Never crowd your goods, but arrange them so as to make the stock on hand look as large and fine as possible. Place each article so as to make it stand out distinctly from all others, and do not let the effect of display attract so much attention that the articles themselves will be overlooked. Your work in this direction is what may sell your goods, and the display is simply to bring about this result.

People who are undecided as to what to give, and whose means are limited, are sometimes sensitive about pricing goods. A small and neat price card is often a valuable assistant, both to the seller and to the purchaser. Often passersby, on seeing articles marked in the show windows, will go in and purchase, when they otherwise would have passed disinterestedly by. Make your prices at this time as low as possible, or the same or even less than the department stores. Of course, your line of goods for profit at this season is limited, yet if allowing yourself a little gain in this direction perhaps you are also gaining patronage for the rest of the year. When men fail in business we hear them say: "Too much competition in trade." If there were no competition, trade would become sluggish. It is the constant struggle for an increasing share of patronage that brings about the great advancements and improvements in all business methods. To-day's ruling passion is for novelty, and the progressive spirit of the successful merchant caters to this passion in fine stores and beautiful displays of goods at attractive prices.

Then comes the courtesy of the salesmen. Courtesy exercised habitually is the least expensive, and yet the most effective capital at a storekeeper's command.

It is that characteristic which not only prevents us from saying or doing that which is disagreeable, but which prompts us to say or do what may be gratifying to the feelings of others. Exact it of your employees. Treat your patrons, no matter how small their purchases, politely and considerately, for remember, it is the "mite which makes the mickle."

Enter then into the contest of the coming holiday season with the feeling that the druggist, too, has a right to a share of the season's patronage; that his goods are as salable for gifts as those of any one else. In your enthusiasm be careful not to lay in stock goods that may prove unsalable.

If your store is made attractive by beautiful goods, low prices and the atmosphere which says "Your patronage is desired, no matter how small," then perhaps you, too, can feel that the Christmas shopping season brings its harvest to the druggist as well as to others, and each year will bring you renewed energy, new trade and larger profits.

THE GELATINIZATION OF TINCTURE OF KINO.¹

BY EDMUND WHITE, B.SC. (LOND.), F.I.C.

IN May of the present year I published an account of an investigation into the cause of the gelatinization of tincture of kino, from which it appeared that this phenomenon was due to the presence of an enzyme belonging to the oxydases, whose distribution in the animal and vegetable kingdoms has been shown, in recent years, to be much wider than was formerly suspected.

Shortly after the publication referred to above, Mr. David Hooper, who had facilities for obtaining kino in a freshly collected condition in India, confirmed my results and carried the matter a step further by separating from the fresh juice of *Myristica gibbosa*, an unofficial variety of kino, an amorphous substance free from tannic acid, which exhibited very clearly the properties of an oxydase—viz., the formation of a blue color on the addition of a freshly prepared tincture of guaiacum.

In the *Agricultural Ledger*, 1900 (No. 11, page 381), reference is made to a method of collection adopted by Mr. J. G. F. Marshall, which is as follows: "A longitudinal cut is made with an axe or knife, called *macha katti*, through the bark of the trees, down to the cambium, about 1½ feet long, and side cuts are made to lead into this. A bamboo tube is then fixed at the bottom of the main incision in order to catch the juice. In the course of about twenty-four hours the flow of the gum ceases, and the bamboo is taken down. When several of these bamboo cups are nearly full they are taken to headquarters and emptied into a large cauldron, and the juice is boiled. During the boiling the impurities, consisting of pieces of bark, wood and leaves, rise to the surface and are skimmed off. When sufficiently concentrated to the consistence of a thick extract, it is exposed to the sun, in thin layers, in shallow vessels, until it is dry enough to crumble to pieces. The kino is then weighed and packed away in wooden cases." The above quotation is made in full, as the original source is not readily accessible to every one. Sufficient time has not elapsed to enable one to state that this method of preparation will yield a kino which tincture will not gelatinize, but in all probability this will be found to be the case. Meanwhile, the following formula for the tincture is suggested, and will enable kinos, not prepared in

¹ Communicated to the Pharmaceutical Society of Great Britain, at an evening meeting in London, November 10, 1903, and printed in *The Pharmaceutical Journal*.

the manner described above, to be utilized for this preparation:

Kino 2 ounces.
 Boiling Water 10 fluid ounces.

Add the kino to the water in a suitable vessel, and maintain the whole at or near the temperature of 100 degrees C. for fifteen minutes, agitating frequently. Allow to cool, replace the water lost by evaporation; add

Alcohol (90 per cent.) 10 fluid ounces.

and set aside for twelve hours; then strain.

If the kino be fresh and of good quality it will almost entirely dissolve. In old samples more or less change, due to the action of the enzyme, will have occurred, and a corresponding amount of insoluble matter will have been formed. If Mr. Marshall's method of collection fulfils the expectations which I have formed of it, and the whole of the kino in commerce be collected in accordance with the directions quoted above, then the necessity for any special method of preparing the tincture will disappear, and a stable preparation will be obtained by simple solution in alcohol of the desired strength.

AN IMPROVED GENERAL METHOD FOR THE ASSAY OF ALKALOIDAL DRUGS.¹

By A. B. LYONS.

KELLER'S general assay method has been widely accepted as the most practical yet proposed. A convenient quantity of the drug, in fine powder, is introduced into a flask with ten times its weight of an appropriate ethereal solvent, in most cases a mixture of one part of chloroform with about eight of ether. The solvent is given time (ten minutes) to penetrate thoroughly the cellular structure of the drug. Solution of ammonia is then added and the flask is frequently shaken during a specified time, generally four hours. Water is then added, just sufficient in quantity to cause the drug to cake together, leaving the ethereal fluid quite clear, and of this there is then decanted a certain aliquot portion from which the alkaloid is extracted by shaking out with dilute acid.

Experience has shown that, in most cases, the alkaloids are almost wholly dissolved out of the drug by this procedure, even when the drug is in a powder no finer than No. 30. Duplicate assays generally agree well, and the yield of alkaloid is in most cases quite as large as in assays by other methods.

There are, however, some theoretical objections to the method. The most serious of these depends upon the solubility of ether in water and conversely that of water in ether. We all know that when a given volume of ether is shaken with a given volume of water, each fluid dissolves a portion of the other, so that the volume of the ethereal stratum is changed. Since commercial ether contains a variable quantity of alcohol the change in volume will not be always the same.

Another source of error in the aliquot part is found in the volatile nature of the solvents used. In warm weather it is impossible to avoid some loss by evaporation, so that the aliquot part taken is too large.

In this country the Keller method is generally modified by substituting parts by volume (of fluids) for parts by weight. The exactness of the aliquot part is still further compromised by this practice.

W. A. Puckner has described a modification of the Keller method which avoids the use of the aliquot part. He uses only one-half of the ethereal solvent for the maceration, and after the usual maceration transfers the drug

to a small percolator in which, after the ethereal solution has been well drained off, the marc is percolated with the same menstruum to complete exhaustion. The quantity of ethereal solvent required is not materially greater than in the Keller method, while the quantity of alkaloid obtained for weighing or titrating is larger because it represents the whole of the sample taken for the assay. In the case of drugs containing a very small proportion of alkaloid this is an important advantage.

The objection I find to this plan is that the transfer of the mass from the flask in which the maceration has been conducted to a suitable percolator, which should not be more than 3 Cm. in diameter, requires very dextrous manipulation, or it will be attended with loss of alkaloid.

I have been practicing with a good deal of satisfaction a different modification of the Keller method, which seems to me less open to objection than any heretofore proposed. The plan is the very obvious one of packing the drug in the percolator, having previously moistened it with an appropriate menstruum of which an alkali forms a part. In some cases it may be best to moisten the powdered drug first with an aqueous solution of potassium bicarbonate, dry at a gentle heat or by spontaneous evaporation, introduce into the percolator with or without moistening according to circumstances and percolate slowly with the appropriate ethereal menstruum.

The method, however, which seems to be the most generally useful, is as follows: Provide a cylindrical percolator about 20 Cm. in length and 2 to 2.5 Cm. in internal diameter, ending in a tube 5 Cm. long and about 3 Mm. in internal diameter. A glass stop cock in the tube would be a very desirable improvement. In absence of this, the rate of flow of the percolate must be controlled by packing the tube more or less firmly with absorbent cotton. Since the solvent is to be a very mobile fluid, the packing should generally be quite firm.

Having prepared the percolator, moisten the drug (5, 10, 15, 20 Gms, or more, according to richness in alkaloid—the finer the powder the better) with the mixture of ammonia, alcohol and ether-chloroform, the proportions of which will be somewhat varied to suit different drugs. If 10 Gm. of such a drug as belladonna leaf are to be used for the assay, the mixture may consist of: Stronger water of ammonia, 1 Cc.; alcohol, 4 Cc.; ether-chloroform (6:1 vol.), 5 Cc.—Moisten in a small evaporating dish, transfer quickly to the percolator, pressing the powder down firmly with a glass rod. The small amount of powder that remains adhering to the dish, spatula and glass rod can be easily transferred to the percolator by aid of a little absorbent cotton, which is finally pressed down upon the powder. The percolator is then to be covered and allowed to stand 5 to 10 minutes, so that the ammonia may thoroughly permeate the drug. A mixture of ether and chloroform, or whatever solvent is best suited to the extraction of the alkaloid present, is next added and the powder percolated with it to exhaustion. It is easy generally to secure a rate of flow of one drop per second, which will ensure thorough exhaustion by the time that 50 to 75 Cc. of percolate has passed. When it is believed that the exhaustion is complete, test this by collecting 15 or 20 drops, stirring this with a drop of normal sulphuric acid, evaporating off the ethereal solvent and testing the acid solution with Meyer's or Wagner's reagent.

From this point the assay is to be carried on in the usual manner.

The method may be modified in some cases by placing the powder in the percolator dry, introducing over it a little absorbent cotton moistened with water of ammonia, closing the percolator for 10 to 30 minutes, and then proceeding to percolate with ether-chloroform. Other mod-

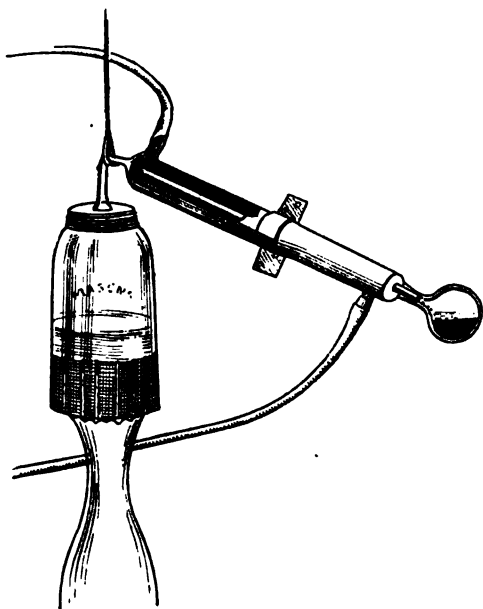
¹ *Pharmaceutical Review*, November, 1903.

ifications will suggest themselves as worthy of trial in case difficulty is experienced in following the routine described. It might be advantageous in some cases to moisten the drug at first with a solution of lead subacetate, dry it and then treat as above. Possibly a dilute solution of ferric chloride might be preferable sometimes to the lead solution. But, as a rule, the method as described is quite satisfactory, exhausting the drug very completely and requiring very little time to carry through.

A STILL FOR AMATEUR AND CLASS ROOM WORK.

A simple, inexpensive and very efficient form of still, suitable for classroom and amateur purposes especially, is shown in the accompanying cut, which is reproduced, together with the description from an article by Thomas R. Baker, in the *Scientific American*.

The vessel in which the liquid to be distilled is heated is a Mason quart fruit jar. A jar with an all zinc top must be used, and the porcelain disk be broken out. The distillate tube is a piece of $\frac{1}{2}$ -inch tin lined lead pipe about 3 feet long. One end of the tube,



curved at a somewhat acute angle with the long section, is fitted into a hole made through the top of the zinc cover, and soldered to the cover. This tube is passed through a tube made of tinned iron, or other sheet metal, about $2\frac{1}{2}$ feet long and 2 inches in diameter. The ends of the large tube are closed about the smaller one by passing the latter through holes in stoppers fitted to the ends of the large one. The large tube has short lateral tubes at its ends.

This arrangement will allow water to run into the large tube at its lower end and out at its upper end. This condensing apparatus is a form of Liebig's condenser. The condensing may be more simply done by wrapping the tube with a strip of loosely woven fabric, adjusting it in an inclined wooden trough, and letting cold water run slowly upon its upper end, or the condensing will be more complete and rapid if cold water be allowed to drop upon the pipe at places 2 or 3 inches apart throughout its length from a vessel suspended above it.

The bottom of the fruit jar should be covered with a piece of wire window screen to distribute the heat. A woven wire hood or cap may be made for this pur-

pose, to easily slip on and off the jar by properly folding a piece of the screening about 6 inches square.

The heating is best done with an ordinary kerosene lamp, as a gas or an alcohol flame might break the jar. The flame should be low at first, and the heat increased slowly. The contents of the jar will soon begin to boil, and there is little danger of the vessel's breaking with the strongest heat that the lamp can give.

The inventor has the condenser of his apparatus attached to the woodwork of a window in the classroom. The lamp is supported on a shelf attached to an adjacent wall, and the distillate receiver is opposite one of the window panes.

The jar is supported by the cap, soldered as above stated, to the end of the condensing tube, and is simply screwed into place when the jar is charged for heating, and unscrewed when the jar is to be emptied. It is best to use two rubber bands, in order to secure a good joint between the cap and the jar.

Mr. Baker says he has used the apparatus a great deal and very profitably in class instruction to show the preparation of alcohol, essential oils, products obtained from flowers, and to obtain various other distillates; and it might be very conveniently employed in various amateur pharmaceutical operations.

SOME PERFUME FORMULAS.

JOCKEY CLUB.

Jasmin extract.....	f. oz. 5
Orris extract.....	f. oz. 20
Musk extract.....	f. oz. 7
Vanilla extract.....	f. oz. $1\frac{1}{2}$
Rose oil, virgin.....	f. dr. $1\frac{1}{2}$
Santal oil, yellow.....	f. dr. $1\frac{1}{2}$
Bergamot oil.....	f. dr. $2\frac{1}{2}$
Neroli oil.....	℥ 40
Benzole acid.....	dr. 2
Deodorized alcohol, sufficient to make.....	pints 4

In this, as well as in all the following extracts, before adding the last portion of the spirit, replace as much of it with water as the perfume will bear without becoming milky, which will vary from 2 to 8 ounces or more. This addition will make the perfume softer.

NEW MOWN HAY.

Tonka extract.....	f. oz. 25
Musk extract.....	f. oz. 6
Orris extract.....	f. oz. 8
Vanilla extract.....	f. oz. 1
Styrax extract.....	f. dr. 1
Bergamot oil.....	f. dr. 1
Neroli oil.....	℥ 15
Rose oil, virgin.....	℥ 10
Clove oil.....	℥ 6
Lavender oil (English).....	℥ 10
Patchouly oil.....	℥ 10
Santal oil, yellow.....	f. dr. 1
Benzole acid.....	dr. $1\frac{1}{2}$
Deodorized alcohol, sufficient to make.....	pints 4

PATCHOULY.

Patchouly oil.....	f. dr. 2
Santal oil, yellow.....	℥ 40
Rose oil, virgin.....	℥ 40
Musk extract.....	f. oz. 8
Orris extract.....	f. oz. 8
Vanilla extract.....	f. oz. 4
Styrax extract.....	f. dr. 2
Deodorized alcohol, sufficient to make.....	pints 4

TUBEROSE.

Tuberose extract.....	f. oz. 24
Musk extract.....	f. oz. 4
Jasmin extract.....	f. oz. 1
Rose oil, virgin.....	f. dr. 1
Neroli oil.....	℥ 10
Benzole acid.....	dr. 2
Deodorized alcohol, sufficient to make.....	pints 4

THE PRESCRIPTION DEPARTMENT.¹

BY J. C. WYATT, PH.G.,

Vancouver, Wash.

THIS being the main department in the drug store, should be conducted in the most careful and skillful manner and by those thoroughly prepared to conduct that department. It is that in which we devote the most of our time and for which many of us have burned the midnight oil, at college, preparing ourselves. A few remarks upon this subject I do not think will be out of place at this time.

The highest grade of drugs and chemicals should be used in dispensing; the doctor depends upon the druggist to fill his prescriptions with the purest of drugs, in order that he may obtain the desired results; if it is a prescription for a proprietary medicine, specifying a certain firm's make, that certain make should be dispensed; what if you do have to pay more wholesale for the original article than you do for an imitation, the conscientious druggist will not substitute, and he makes more by it in the end than the druggist that substitutes. The physicians soon find out which druggist does not substitute, and they will direct their prescriptions to that druggist, whenever it is possible; and the customers soon find out where they can depend on getting what is ordered.

Now suppose you haven't the preparation in stock ordered by the physician, the proper thing to do is to notify him at once and learn what his wishes are concerning the prescription, but otherwise do not fill the prescription with another preparation.

There is a combination prescribed by physicians occasionally composed of Fowler's solution, syrup of iodide of iron and elixir lactopeptine. If elixir lactopeptine is used a beautiful red mixture is the result, but if the druggist is a substituter and uses elixir lactated pepsin an unsightly black mixture will be the result, which will occur in from 1 to 12 hours' time. It may leave the store clear and nice, but will not be so long. I saw a mixture not long ago in which the druggist used the substitute for elixir lactopeptine and there was a very black precipitate in the bottle. The physician had it returned to him by the patient, and the doctor thought some mistake had been made, but when he found out that a substitute had been used he was quite angry, and well he might be. The black precipitate is not injurious in small quantities, but I presume in continued usage it would injure the membranes of the stomach from possible traces of free iodine.

I mention this combination not to advertise elixir lactopeptine, but to show that it pays to be honest. If you ever get this combination mentioned, be sure and use the original elixir, or you may regret it. I am not condemning the preparations made by laboratories to resemble original preparations, not at all. There are many of them strictly correct and just what they are represented to be, but one wants to use judgment in the use of them, and only when the maker's name is not specified, and many physicians are not particular what you use just so they can get results, but be sure and get the goods from reliable firms. Treat the physician and customer right and you will succeed.

Another important matter which I think should be considered at this time is the employing of a check system in filling prescriptions. I wish it were possible for all druggists to adopt this system. I urge the use

of the system, as it precludes mistakes, and one feels safe, and you can go home at night and rest without worrying and wondering whether this or that prescription was filled correctly. The druggist does not live but what has made a mistake at some time or other, trifling though it may have been.

A druggist in the city of Portland a short time ago received a prescription to be given to a baby for creosotal, and he put creosote plain in the prescription. The result was that the mother gave the baby several doses, and it soon showed bad symptoms, and she sent for the doctor, and he at once saw that a mistake had been made. He managed to save the child, but its health will be greatly impaired, no doubt. Now if that druggist had used the check system that mistake could not have happened, and his reputation saved. The system is recommended by Professor Remington in his lectures at P. C. P., and consists of having each ingredient used in a prescription checked off by an assistant, or apprentice. Your directions and number are checked. The numbering machine is useless, as you cannot duplicate where this system is used. I have used it for a long time, and would not be without it for a minute. It does not signify that a druggist hasn't confidence in himself when he has some one check him off, not at all. It protects him. Suppose you filled a prescription with the maximum dose of a poison and the patient takes more than the stated dose on the label and dies from it. The doctor naturally would think a mistake had been made by the druggist in filling the prescription, but if your poison had been weighed or measured in the presence of a second party, and his O. K. placed on the prescription, he can swear that he saw it correctly weighed or measured out, and this O. K. is held good, and can be used in court if necessary. In using this system you cannot, of course, have every step witnessed by an assistant. The main object is to have bottles, etc., that you fill prescriptions from in sight, so that when you have completed your work you and your assistant can see what you have used. Where several are working at the prescription counter at the same time you cannot very well have your bottles on the counter, but a shelf near by will answer nicely. I have worked beside drug clerks who seemingly never looked a second time at the container from which the ingredient was taken, and are always in such a rush to get work done. Errors are sure to happen where clerks are careless in that way. Promptness and speed are necessary in prescription work, but do not be so speedy as to be inaccurate.

This system is a great help to the apprentice. It enables him to learn the proper names of drugs and chemicals. I have an apprentice in my employ who checks over prescriptions several times a day, and I have been surprised to see how well he knows the common and Latin names of many drugs, the doses, weights and measures, both metric and troy.

Your physician will appreciate the system if you will adopt it. Many of you may be using a check system and have done so for years, but those who are not using it I urge you to establish one at once. The many mistakes happening throughout the country, and printed in the journals, go to show that we cannot be too careful about our prescription work, and every method known that can be used to assist the druggist should be considered.

What is wanted by physicians and the public is careful and conscientious druggists, and a check system will do more toward raising the standard of accuracy and purity in dispensing than any other means.

¹ Read at the 1908 meeting of the Washington State Pharmaceutical Association.

Cream of Current Literature.

A summary of the leading articles in contemporary pharmaceutical periodicals.

Formation of Camphor in the Camphor Plant.—According to the researches of Tschirch and Schirasawa (*Archiv. für Pharmazie*, ccxi, pages 257-260), camphor is the product of the activity of certain cells in the camphor tree. These cells are the ones that furnish the oils, and are found early in the development of the plant in all its parts. The authors have made an elaborate study of the different phases in the development of camphor.

Cecropia Obtusa, a New Cardiac Stimulant Resembling Digitalis.—Gilbert and Carnot, in a recent communication to the Société de Biologie, of Paris (*Nouveaux Remèdes*, June 24, 1903, page 274), describe the plant known as *Cecropia obtusa*, which is used in the form of an alcoholic extract, as a cardiac stimulant. The extract was composed of 2 parts of the fresh leaves with 1 part of alcohol. The toxicity of this extract was mild, and it was found to be not only an excellent heart stimulant, but also a powerful diuretic. The dose given was 30 drops daily.

The Tannoid Bodies of Rhubarb.—Gilson (*Les Tannoides de la Rhubarbe de Chine*, Brussels, 1902; *Pharmaceutische Centralhalle*, September 24, 1903, page 661) found that the tannin in rhubarb is not a simple substance, but is composed of a series of compounds which render its composition very complex. Gilson isolated three very distinct substances from rhubarb—catechin and two glucosides, glykogallin and tetrarin, the last of which contains a fourth substance, rheosmin. Glycogallin is decomposed into dextro-glucose and gallic acid. Its watery solution precipitates neither gelatin nor albumen. Tetrarin, on being boiled with diluted acids, decomposes into dextro-glucose and gallic acid, cinnamic acid and rheosmin, the latter being an aldehyde with the formula of $C_{10}H_{12}O_2$.

Characteristics of Pure Ether.—After an exhaustive examination of the tests for ether, the details of which are published in a lengthy paper not suitable for abstraction, W. Wobbe (*Apoth. Zeit.*, 18, 458) comes to the conclusion that pure ether for inhalation should comply with the following requirements: (1) Specific gravity, 0.718-0.720 at 15 degrees C. (2) Boiling point not under 34 degrees C. nor over 35 degrees C. (3) It should be without effect on Nessler's reagent (20 Cc. of ether shaken with 5 Cc. of the reagent; a test for aldehyde, alcohol, hydrogen peroxide). (4) 20 Cc. shaken in a stoppered cylinder with 5 Cc. of alkaline solution of silver nitrate should cause no change in the solution. (5) 20 Cc. shaken with 5 Cc. of a freshly prepared solution of potassium ferricyanide and ferric chloride and placed in the dark should not color the aqueous liquid green or blue. (6) 20 Cc. shaken with 5 Cc. of potassium iodide and phenolphthalein solution should not produce a red coloration. (The reagent is made by mixing equal volumes of a 50 per cent. solution of potassium iodide and 1 per cent. solution of phenolphthalein; it indicates hydrogen peroxide, which liberates potassium hydroxide from the potassium iodide.) (7) 20 Cc. allowed to evaporate spontaneously should leave no residue or odor. (8) The same quantity evaporated with 5 drops of water should leave a residue that neither reddens litmus paper nor bleaches it. (9) The vapor of pure ether should be alkaline to litmus paper.

The Oil of Gentian Root.—Hartwich and Ullmann (*Archiv. für Pharmazie*, 1903, pages 240, 474) have found that the fatty material of gentian root is not a saponifiable oil, but a substance analogous to cholesterol. The chloroform solution of this substance, subjected to Hesse's test with sulphuric acid (concentrated), gives a brilliant red, with a green fluorescence in the acid, and the chloroform layer passes from yellow to red and then to violet in the course of 24 hours. With Liebermann's test, the addition of sulphuric acid to a solution of the fat in acetic anhydride, a red color is obtained, which passes from this color to a greenish blue on shaking, and finally gives an olive-green tint. This fat is extracted from the roots by means of ether, and is present in the root in the proportion of from 5 to 6 per cent. It is a dark-yellow viscid substance, which has the bitter taste of the root. The bitter principles and the ethereal constituents are removed by extraction with petroleum ether and with 50 per cent. alcohol.

Acocantherine, a Vegetable Poison.—This is a glucoside, and the active principle of *Acocanthera Abyssinica*, a member of the natural order Apocynaceæ, which is the chief constituent of the poison used on the arrow heads of the African negroes. According to Faust (*Nouveaux Remèdes*, September 24, 1903), this plant is very rich in cardiac poisons. In order to isolate its glucoside, an aqueous decoction of the plant must be treated with lead acetate and ammonia, filtered, the excess precipitated with some precipitant and the filtrate treated with an excess of ammonium sulphate. Under the influence of acids in diluted form this glucoside gives rhanose as the sugar of decomposition. The formula of the glucoside is $C_{23}H_{30}O_{12}$, and the plant, in addition, contains a toxic alkaloid. The latter is like digitaline in its therapeutic action. But it is not as active as digitalis. The natural order of Apocynaceæ comprises several drugs containing compounds, whose action resembles that of the constituents of digitalis, and which are even stronger than acocantherine, such, for instance, as ouabain, strophanthine and acantherine.

The Fat of the Coco Nut.—A solid fat has been obtained from coco nut for some years, which has been used in the most varied manner in the preparation of foods. This fat is being expressed in large amounts, especially in Marseilles, where it is placed on the market under the name of "Vegetaline," while in Germany it has become known for kitchen use under the name of "Palmin." Recently a French firm have undertaken to produce this fat at the place where the nuts are grown, in India, and has placed its product on the market under the name of "Cocotine." This is a pale-yellow, fluid fat that assumes the consistency of butter when put into cold water, and is both tasteless and odorless. Cocotine has the advantage of not becoming rancid and of not losing its fresh and mild taste for months even if exposed to the air. The production of this fat in Marseilles amounts to 600 barrels monthly. It could be employed as a substitute for lard and for petrolatum in pharmaceutical practice. A vegetable fat called "nucoline" is very similar to cocotine (*Pharmaceutische Centralhalle*, September 24, 1903, page 658).

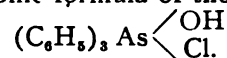
The Difference Between the Red and the Yellow Oxides of Mercury.—Schick (*Zeitschrift für physiologische Chemie*, xlii, page 155) agrees with Ostwald, who claims that the only difference between the red and the yellow oxides of mercury is that their grains are of different sizes, and that by crushing these grains of red oxide one can bring it nearer and nearer in color to that of the yellow oxide. These conclusions were reached by the author as the result of researches into the electromotor properties of the red and yellow oxides of mercury. Analogous views were advanced, by the way, by Gay-Lussac in opposition to Pelouse, who had observed that the yellow oxide is more easily decomposed by heat than the red form of this compound. Müller, in a recent memoir, stated that in 1899 he had shown that the reduction of these two forms by means of hydrogen shows very strikingly the differences existing between them. There is a considerable difference in the degree of oxidation and reduction of these two forms within a given time with the same volume of hydrogen. Other differences, although less important ones, are observed in the electric conductivity and the solubility of the two forms.

A Rapid Method of Testing Creosote.—Michonneau (*Nouveaux Remèdes*, June 24, 1903) has described a new and very simple method of testing the purity of creosote. The chief adulteration of creosote, as is well known, is carbolic acid. It is therefore important to find out rapidly whether this body is present. For this purpose 15 Cc. of creosote and 5 Cc. of ordinary glycerin are placed in a tube graduated in tenths of a cubic centimeter. The mixture is shaken until the creosote is dissolved, and the volume is completed up to 50 Cc. with distilled water. The tube is closed and is shaken vigorously in order to obtain perfect emulsion. It is then allowed to stand perfectly quiet, the heavier creosote is allowed to separate and to sink to the bottom. Its volume is then read off on the scale of the tube. But as there remains some glycerin which interferes with the accuracy of the reading, the supernatant liquid is decanted, the remainder is again diluted to 50 Cc. and the reading is observed once more in the same manner. After three successive decantations, the creosote does not contain any glycerin, and the final volume of the creosote is read. If 15 Cc. had been used at first, the author has found that the reading was 14 Cc. if the creosote was pure. A creosote containing 10 per cent. of phenol will read 13.5 Cc. at the end of the test; with 20 per cent. it will read at about 13 Cc., and with 40 per cent., about 12 Cc.

The Examination of Codliver Oil for Purity.—Wiebelitz (*Pharmaceutische Zeitung*, 1903, page 363) gives some interesting points regarding the examination of codliver oil. According to the German Pharmacopœia, if 15 drops of codliver oil be treated with three drops of fuming nitric acid, a fiery-red color appears, which soon passes into yellow. Wiebelitz has found that with old oils this change of color often does not take place, except after some hours, and that in oils that have been kept for over a year the change of tints into yellow does not take place at all, the oil remaining a reddish-brown. The German Pharmacopœia also states that codliver oil does not solidify, even at the end of two days, if 2 Cc. of oil are mixed with 1 Cc. of nitric acid and 1 Cc. of water. This reaction excludes the presence of olein, and therefore the addition of oils rich in olein, such as olive oil, oil of sesame, etc. Wiebelitz, however, found that this test is too severe, as genuine codliver oil shows the beginning of solidification under these conditions. According to the German Pharmacopœia, the iodine index of cod-

liver oil varies from 140 to 152, but according to the present author there are genuine codliver oils whose iodine index may reach 156, so that this number should be taken as the maximum limit. The index of saponification given by the German Pharmacopœia is exact, however.

Triphenyl-oxy-arsenium Chloride.—According to *Nouveaux Remèdes* (August 24, 1903, page 372) this new compound is obtained by saturating with chlorine a chloroform solution of triphenylarsine. The excess of chlorine is removed by a current of carbonic acid gas. The substance is then precipitated with anhydrous ether. The graphic formula of the compound is:



It is a substance which crystallizes in brilliant, fusible needles, melting at 171 degrees C., and contains 20.9 per cent. of arsenic. The arsenic in this compound seems to be firmly fixed in the molecule, for neither sulphuretted hydrogen nor the *Penicillium brevicauda* are capable of isolating the arsenic from it in the form of sulphide, nor of liberating it in the form of a product of decomposition. This seems to prove that the compound passes through the organism without being decomposed, and the experiments of Wolters upon dogs seem to confirm this supposition. Dogs bear doses of from 0.05 Gm. to 1 Gm. without inconvenience, but higher doses produce poisonous symptoms, in the form of cerebral disturbances, which are said to be due to the action of the phenyl. The compound may be obtained as such from the urine. The conclusion of Wolters is, that we have in this new compound a form of arsenic that is relatively inoffensive. It is difficult to say, as yet, whether it will prove of clinical value.

The Influence of Calcium Salts on the Solidification of Gelatin.—Rousseau (*Union Pharmaceutique*, September 15, 1903) has presented to the Pharmaceutical Society of Paris the results of his researches regarding the influence of the calcium salts of gelatin on the property of solidification after sterilization. He found that in order to sterilize gelatin at 120 degrees C. without depriving it of its property of solidification, it is necessary to first remove the calcium salts in gelatin until it does not contain any fixed residue over 10 to 14 grammes per 1,000. In the purified gelatins of bacteriological laboratories, it is sufficient for this purpose to add 0.50 Gm. of hydrochloric acid per 100 Gm. of gelatin solution containing 10 or 15 per cent. of gelatin. For the impure gelatins of commerce, which contain a much larger proportion of calcium salts, it is necessary to add much larger amounts of hydrochloric acid. But these cannot be used for surgical purposes. The presence of large amounts of calcium salts prevents the gelatin from solidifying after having been sterilized at 120 degrees C. He proved this by adding calcium salts to dialyzed gelatin. The importance of being able to sterilize gelatin at 120 degrees C. will be realized when it is remembered that injections of gelatin, as they are now used by surgeons, present the danger of lockjaw, on account of the frequent presence of the bacillus of tetanus in gelatin. The spores of this germ are killed by sterilizing at 120 degrees, but not at lower temperatures. It is well, therefore, to be able to heat gelatin to the required degree of heat without destroying its property of solidifying. The drawback about the method just described is, that the abstraction of calcium salts partly lowers the powers of coagulation which the gelatin possesses when in the unchanged condition, and so the improved sterilized gelatin is less valuable as a hæmostatic.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Salicylic Acid and Ferric Pyrophosphate in Combination.—T. D. writes: "Please inform me if it is possible to make a clear solution of the following mixture and what reaction takes place:

Acid salicylic.....	gr. xx
Ferri pyrophos.....	gr. v
Sodii phos.....	3i
Aqua g. s. ad.....	3ss

The appearance of a mixture prepared from the foregoing ingredients will vary according to the way it may be compounded. The formula is one that originated in the New York Hospital, and Sydney Rauschenberg, who compiled the formulary of the New York Hospital, recommended the following method of preparing the mixture: Dissolve the sodium phosphate in water heated to the boiling point, and in the solution so formed dissolve the salicylic acid and ferric pyrophosphate, heat being applied if necessary to complete the solution.

Made in this way the mixture assumes a beautiful claret color, perfectly clear and transparent. It probably owes its color to the formation of a slight amount of ferric salicylate which passes into solution.

Polacci's Test for Albumin.—G. A. S.—This is a modification of Spiegler's well-known reagent, and has the following composition.

Tartaric acid.....	Gm. 1
Corrosive mercuric chloride.....	Gm. 5
Sodium chloride.....	Gm. 10
Formaldehyde (40 per cent.).....	Gm. 5
Distilled water.....	Cc. 100

To the solution of the tartaric acid and the two salts in the stated amount of distilled water, add the formaldehyde and keep in a well-stoppered bottle.

As to the manner of applying this test and its behavior with albuminous urine, Polacci says that when the reagent is poured carefully over the suspected fluid contained in a test tube, in such a manner as not to mix the two fluids, a white ring is formed between the surfaces of contact if albumin be present. Care should be taken, however, to avoid certain sources of error. Two of these are seldom absent, one being the presence of alkaloids, the other of earthy phosphates and carbonates. With urine containing alkaloidal bodies in solution, the test gives an immediate precipitate, which, however, is redissolved on the application of heat, like peptones. With the earthy phosphates and carbonates the precipitate is also immediate, but it dissolves on simple shaking. To avoid any erroneous deductions in the application of Polacci's test, it is recommended to use the following table devised by J. Dugois, and printed in our French contemporary, the *Bulletin Commercial*, for June 30, 1902:

On adding Polacci's solution to urine—

- No immediate precipitate means no pathological albumin.
- An immediate precipitate, soluble on shaking, means earthy phosphates and carbonates.
- An immediate precipitate, insoluble on shaking, but soluble by heat, means peptones or alkaloids.
- An immediate precipitate, insoluble on shaking and insoluble by heat, means serum albumin or globulin.

Polacci's test is exceedingly sensitive, being capable of demonstrating the presence of 1 part of albumin in 370,000. Being perfectly colorless and transparent, it has distinct advantages in the study of the albuminous ring.

Some operators prefer to add the suspected fluid to the test solution. About 2 Cc. of the reagent are poured into a test tube, and a small quantity of the urine to be tested is cautiously poured over the surface of the test solution; care being observed, especially at first, to allow the urine to trickle, drop by drop, along the walls of the tube, which may be held slightly inclined, so as to prevent any admixture of the two fluids. At the point of contact of the two fluids there appears immediately a well marked ring. If this ring becomes wider and extends upward, it may be regarded as a certainty that the urine contains albumin, though it will be found advisable to apply the corrective tests indicated in Dugois's table as printed above.

Is the Citric Acid Essential Here?—T. D. M. writes: "I would like some information through your journal regarding the subjoined prescription:

℞ Strychnine crys.....	gr. 1
Citric acid.....	q. s.
Hydrochloric acid, C. P.....	gtt. ccc
Tinct. quassia.....	℥i
Simple syrup, q. s., ft.....	℥viij

"Is the citric acid essential to the proper compounding of this prescription? If so, how much should be used and why?"

We fail to see what purpose is served by the presence of citric acid in this mixture. It is probable that the prescriber was unaware of the solvent action on strychnine of the hydrochloric acid, and he wished to effect solution of the alkaloid before mixing it with the other ingredients. We think the object of the prescriber would be entirely served by triturating the strychnine with a little of the hydrochloric acid and water to effect the formation of a hydrochloride of the alkaloid, which would be retained in solution in the mixture, owing to the large quantity of hydrochloric acid employed.

Artificial Maple Sugar Flavoring.—F. J. McG. asks us to give him the formula for making an artificial maple sugar flavoring, which he informs us was printed in the *AMERICAN DRUGGIST* some time in 1888.

The only reference we can find to a preparation of this character is the record of a patent for a process employing a decoction of hickory bark or wood, made by percolation or by drawing the sap from the tree. About three tablespoonfuls of the decoction were added to each gallon of commercial syrup obtained from the sugar houses. On boiling down the syrup made in this way artificial maple sugar was said to be obtained.

Parlor Experiments.—J. G. B.—The mystery of the "Wonderful Bottle," from which can be poured in succession port wine, sherry, claret, water, champagne or ink at the will of the operator, is easily explained. The materials for the deception consist of an ordinary dark-colored pint wine bottle, seven wine glasses of different patterns and the chemicals described below:

Solution A: A mixture of tincture of ferric chloride 3vi, hydrochloric acid 3ii.

Solution B: Saturated solution of ammonium sulphocyanide 3i.

Solution C: Strong solution of ferric chloride 3i.

Solution D: A weak solution of ammonium sulphocyanide.

Solution E: Concentrated solution of lead acetate.

Solution F: Solution of ammonium sulphide 3i, or pyrogalllic acid 3i.

Package G: Pulverized potassium bicarbonate 3i ss.

Having poured two teaspoonfuls of Solution A into the wine bottle, proceed to treat the wine glasses with the different solutions, being careful, of course, to note and remember into which glasses the several solutions are placed. Into No. 1 wine glass pour one or two drops of Solution B; into No. 2 glass pour one or two drops of Solution C; into No. 3 one or two drops of Solution D; leave No. 4 glass empty; into No. 5 glass pour a few drops of Solution E; into No. 6 glass place a few grains of Package G; into No. 7 glass pour a little of Solution F.

When before the audience request some one to bring you a carafe of cold drinking water, and to guarantee to the company that it is pure, show that your wine bottle is (practically) empty. Fill it up from the carafe, and having asked the audience whether you shall produce wine or water, milk or ink, etc., you may obtain either by pouring a little of the water from the bottle into the prepared glass, thus. No. 1 glass gives a port wine color, No. 2 gives a sherry color, No. 3 gives a claret color, No. 4 left empty to prove that the solution in the bottle is colorless, No. 5 produces milk, No. 6 effervescing champagne, No. 7 ink.

Hydrocyanic Acid Gas Against Fleas.—W. L. S.—In continuation of notes printed in the two preceding issues on the extermination of fleas, a correspondent is good enough to remind us of the cyanogen method of C. L. Marlatt, entomologist of the United States Department of Agriculture, described in a recent Department report. This provides for the use of cyanogen gas. The gas is generated from potassium cyanide by the action of sulphuric acid. One ounce of sulphuric acid diluted with 2 ounces of water and 1 ounce of potassium cyanide must be used for every 100 cubic feet of space. The mixture is placed in basins on the floor of the room. As described by Mr. Marlatt, the results of this form of fumigation were eminently satisfactory. After being generated in a house infested with cockroaches, bugs and other household insects, the gas got in its work immediately. The roaches, by thousands, came out from their hiding places in a vain effort to escape, and rushing to the cracks under doors and windows there perished. The bedbugs against whom the fumigation was specially directed were found dead in great numbers about the beds. Sometimes the insects had the appearance of being alive and about to run, and a touch was necessary to demonstrate that they were dead, having been arrested instantly while in motion, their limbs extended in the normal position for running. Flies, roaches and bedbugs, and, without doubt fleas and all the other household pests, were killed.

Origin of the Name Cinchona.—R.—A very complete and interesting history of cinchona is given in the U. S. Dispensatory under the title Cinchona. From this it will be seen that the plant was originally named *Quinquina* and the name *Cinchona* was conferred upon it by Linné in honor of the Countess of Chinchon. The National Dispensatory supplies the information that the word *quina* (pronounced *gheena*), in the language of the Peruvian Indians, signifies bark, and *quina-quina* a medicinal bark, the term being originally applied to other barks. This information is correct, so far as it goes; only something should be said of the custom of the Peruvian Indians to double the name of any substance when the idea is intended to be conveyed that the substance is particularly precious. *Quina-quina* literally translated means "bark of barks."

REVIEWS OF BOOKS.

THE AMERICAN POCKET MEDICAL DICTIONARY. Edited by W. A. Newman Dorland, M.D., Assistant Obstetrician to the Hospital of the University of Pennsylvania. Containing the pronunciation and definition of the principal words used in medicine and kindred sciences, with 586 pages and 64 extensive tables. Philadelphia, New York, London: W. B. Saunders & Co., 1903. Price, \$1, net.

In this little work, now in its fourth edition, we have a pocket dictionary equaled by none on the market. Several thousand of the newest terms that have appeared in recent medical literature have been added, and the entire work has been subjected to a careful revision. We believe that the work in its new form will meet more fully than ever the requirements of physicians and pharmacists, who have frequent need for reference to a pocket dictionary of medical terms, and we have no hesitancy in recommending it to such.

THE AMERICAN ILLUSTRATED MEDICAL DICTIONARY. For Practitioners and Students. A Complete Dictionary of the Terms used in Medicine, Surgery, Dentistry, Pharmacy, Chemistry, and the kindred branches, including much collateral information of an encyclopedic character, together with new and elaborate tables of Arteries, Muscles, Nerves, Veins, etc.; of Bacilli, Bacteria, Micrococci, Streptococci; Eponymic Tables of Diseases, Operations, Signs and Symptoms, Stains, Tests, Methods of Treatment, etc. By W. A. Newman Dorland, A.M., M.D., editor of the "American Pocket Medical Dictionary." Handsome large octavo, nearly 800 pages, bound in full flexible leather. Philadelphia, New York, London: W. B. Saunders & Co., 1903. Price, \$4.50, net; with thumb index, \$5, net.

The rapid exhaustion of two large editions cannot but be a gratifying proof to the editor and publishers that this excellent work meets the varied needs of physicians and students better than any other dictionary on the market.

In this, the third edition, several hundreds of new terms that have been added to the vocabulary of medical sciences have been incorporated and clearly defined. The entire work, moreover, has evidently been subjected to a careful revision, and many of the tables, notably those of Acids, Bacteria, Stains, Tests, Methods of Treatment, etc., have been amplified, and their practical value greatly increased. It is only by such constant and careful revision that a medical dictionary can hope to reflect the progress of medical science, and the usefulness of this work by this present revision has been very largely extended.

Prof. C. G. Lloyd, of Cincinnati, who is doing highly creditable work in describing, illustrating and classifying puff-balls and other fungi, makes an appeal to all pharmacists who are interested in mycology to collect and forward to him any and all specimens of puff-balls they may come across in their botanical rambles. He says "We hope that we can interest you in picking up and sending to us puff balls that you meet. It is a simple matter both to collect them and to send them. Simply pick them up, dry them thoroughly, wrap them in tissue paper and send inclosed in a box to prevent crushing in the mails. Then mark them as 'samples without commercial value' and the postage you will find will be very slight, only nominal. We are particularly anxious to get a knowledge of the puff balls of your country and hope that you will co-operate with us in supplying us with material from which we can work. If you will collect the 'puff balls' we will undertake to see that they are described, published and illustrated in a satisfactory manner, and that due credit be given you."

Mr. Lloyd has just issued five fasciculi of mycological notes, being part of a valuable series of botanical observations on different species and varieties of mushrooms.

One of the rarest of works on American materia medica—Schoep's *Materia Medica Americana*—has been reprinted by the Lloyd Library, and now appears as No. 3 of the well-known series of reproductions for which medical literature is so much indebted to the Lloyd Brothers, of Cincinnati. The book was published in 1787, and is entirely in Latin.

BUSINESS BUILDING.

This Department is devoted exclusively to the discussion of ways and means of increasing the pharmacist's business. The Department Editor will be glad to answer promptly all questions pertaining to advertising, to criticize advertisements, suggest improvements, and advise upon plans and schemes.

HOLIDAY TRADE.

THE business-building value of holiday trade is entirely lost sight of by those druggists who make no special effort to divert to their coffers some little part of the enormous amount of money that the buying public pours into the channels of trade at this season.

Among those who go in for it to a greater or less extent, one is sure to find a proper appreciation of the indirect profit derived throughout the year from holiday goods, or the great advertising value of elaborate or tasteful holiday decorations in store interior and show windows.

A pharmacist who has been very successful in building up a large high-class trade, when asked if it paid to make such elaborate and costly decorations and expend large sums in extra advertising during the holiday season, said:

"Pay? Why, of course, it pays, or I would not have gone into it more and more extensively each year. My gross profits for December will run a thousand dollars over any other month, and it would still pay me if I spent that amount to get the crowd here. As it is, I will probably spend \$100 for advertising and—well, you can do quite a lot of decorating for \$50.

"But it's the indirect profit—the extra dividends it brings in, the year round—that makes it a paying proposition, even if it cost the whole direct profit on what fancy goods we sell this month. During the 35 days, beginning the Saturday before Thanksgiving and ending with Christmas Eve, I spend one-third to one-fourth of my yearly advertising appropriation.

"Did you ever stop and think of the great advertising opportunity that comes with each December? The whole population going about with money in their pockets, looking for something on which to spend it?

"Everybody has more or less money that he is eager to spend. Everybody has the shopping and sightseeing fever, and it's no trouble to get people into the store. This is the one season when people cease to regard the oft repeated 'Come in and look at our goods' as mere empty formality, and will freely accept the invitation. It's the decorations, though, more than the words, that bring them in.

"My holiday campaign brings hundreds of people to the store daily, both from this and nearby towns. They see the store at its best, spick and span; stocks at their fullest, store and show windows finely decorated and filled with new goods. The whole thing is one big advertisement. In December I make more new customers than during all the rest of the year, simply because it's easier to get people into the store. The whole month is one grand levee—my reception time, when I make it a point to see personally as many visitors to the store as I can; keeping in touch with the affairs of regular customers, renewing acquaintance with those who have drifted away and keeping a sharp lookout for new faces—possible new customers, and as such worthy of special attention.

"It's all legitimate trade; the stock, with few exceptions, is confined to those lines usually found in drug stores. There are no trashy things or toys, nothing that I will have to lay away until next year or mark down for an after-holiday sale. It's just an amplified high grade stock of fancy goods and druggists' sundries. I can sell you a 25-cent hair brush or this silver backed one at \$12, a 10-cent comb or a silver mounted one at \$2.25, a 10-cent nail file or a \$3 one and so on. Items of regular stock are thus carried up into the higher and finer grades all along the line; outside of these are stationery, fine cutlery, pocketbooks and purses, cut glass and decorated china, but these are all regular side lines with me and sell the year round.

"Of course, this trade was not built up in a season or two; the beginnings were small and the growth slow during the first few years, but it gathers force with every year, the sales growing larger and the grade of goods higher—look at those purses at \$8 and \$9; wouldn't have dared to touch them five years ago, nor three years ago—the expenses grow less in proportion as the business grows and the direct profit is consequently greater.

"In November I get in the bulk of my stocks of fancy goods and side lines, and this gives me a big and unbroken line for the holiday selling, what is left serves with a few fill-in orders for the rest of the year, and it's surprising what a lot of fine goods go out, a piece at a time, in the course of the year. The fact that I have a big stock of fine goods has made this the best known drug store for 20 miles around, and it is the first place that the people of this and neighboring towns think of when they want a wedding present, birthday gift or holiday presents. The fine goods make a fine store, an interesting store, lots of pretty things and always something new for customers to look at.

"Its effect on regular drug trade? Well, I've got the biggest prescription business in the county, as well as the finest store; druggists in neighboring towns send here for new or rare or out-of-stock items in the drug line, and the doctors send here first when they want a new, unusual or extra quality remedy or some technical information."

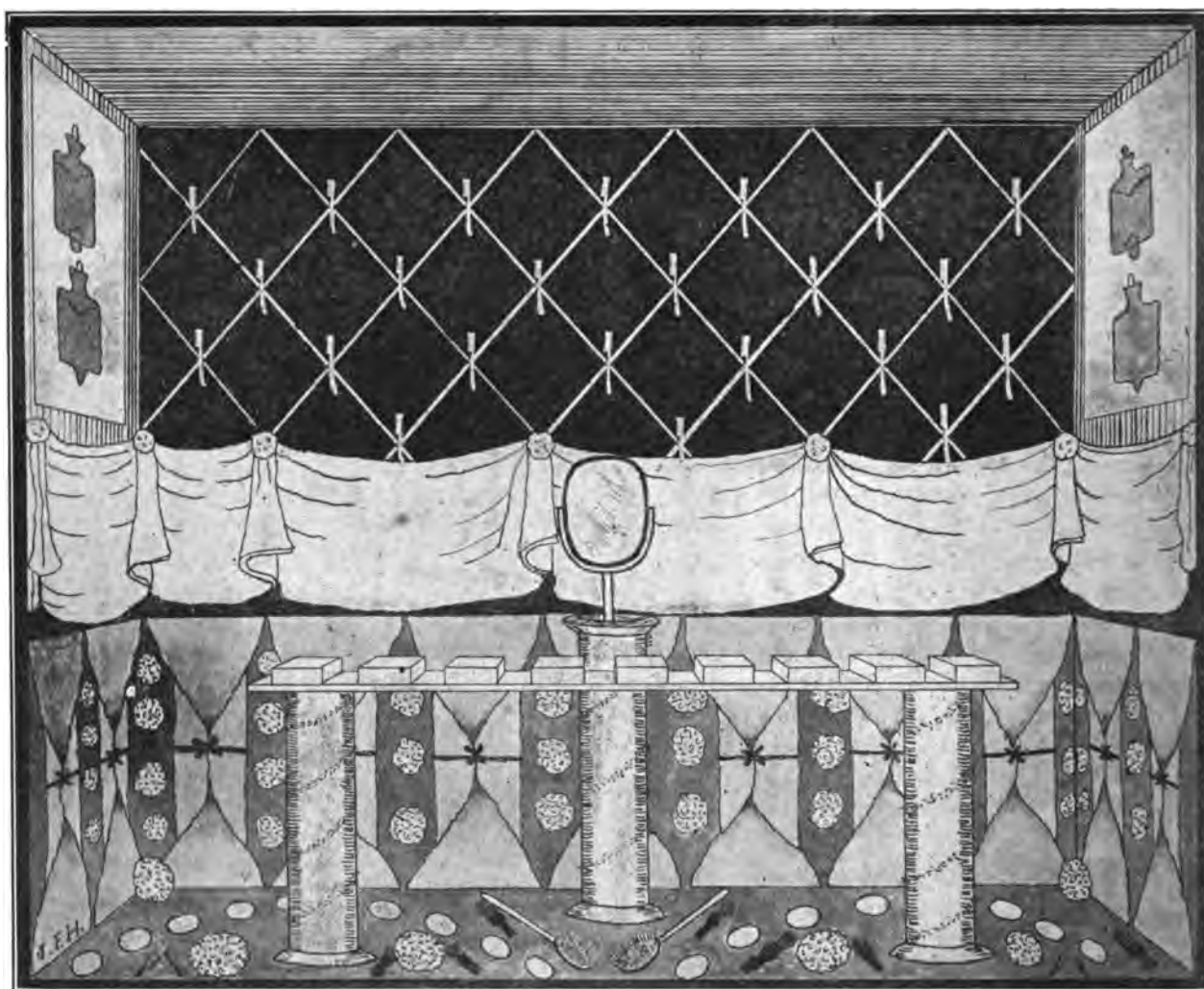
GO AFTER THE CRUMBS.

Even for those who failed to plant in season and have no big crop to harvest, there are some few crumbs of profit to be gleaned from the holiday trade field.

Fix up your windows with absorbent cotton, crêpe paper, sprays, vines and wreaths of real or artificial holly, potted plants, palms or flowers, or anything in the way of tasteful decoration in the color scheme appropriate to the Christmas season—green and white, with a touch of red.

Go over the stock and bring forward everything that might make a useful or appropriate gift, and make a display of them in the window and show cases. Perfumes, of course; but there are a lot of things that are not usually thought of as Christmas gifts. Hot water bags, for instance, yet there are lots of them given for Christmas presents. Get out the best of your stock of hair brushes and combs, cloth brushes, puff boxes and puffs, infant combs and brushes, nail files and other manicure implements, all sorts of toilet articles and implements, chest protectors, chamois jackets and whatever other items in regular stock or side lines that you find upon going over the stock thoroughly.

A day's work and a few dollars spent in making a good display of such things at this time will make some sales that would be altogether lost otherwise. The decorations will make the store more attractive,



WINDOW DISPLAY OF TOILET ARTICLES.

TOILET articles are displayed to considerable advantage in the window shown in this sketch. The lower portion of the background is designed from square pieces of pink crape paper, each piece fastened above and below to a light frame work of boards and brought together in the center with a full curve, a band of blue ribbon holding it so. Between these light blue crape paper is seen, as a background for golden

yellow sponges. Above this lower pink and blue background a curtain of blue cheesecloth is draped. The lattice work effect above this again is obtained by tightly stretching pink ribbon across the window, fastening at the bottom to a strip nailed to each side of the window, to which the blue curtain is hung. Wherever two ribbons cross a little pocket is made with pins to receive the handle of a tooth brush. Everything else in the sketch is clear without words.

and bring an increase in the number of customers for regular goods.

PRICE YOUR GOODS.

The price of the goods offered is essential in holiday advertising. "How much?" is the most important question to the buyer at this time. Everyone has money to spend, but most people have a limited amount to be expended for a certain number of articles. You may show them, or tell them about, something "real nice," and they may be too busy or in too much of a hurry, or it will be too bothersome to ask "how much." The first one who shows them something "real nice," plainly marked with a price within their limit, usually gets their money.

Newspaper and circular advertising should at least have the range of prices of the lines of goods mentioned.

Window and store displays should have every article marked in plain, large figures on a card or tag attached to the goods. This makes sales, saves the asking and answering of innumerable questions, much handling of goods and the disrupting of display arrangement; it makes possible the serving of a large number of customers by a small force of salesmen.

Until Christmas is past there will be small results obtained from advertising anything in the way of medicines. People are too interested in their holiday shopping and plans to read ads of this kind, and too busy to get sick. Outside of holiday goods the most resultful advertising topics are: Rubber sundries, toilet preparations, brushes of various kinds and other articles in the sundry line. Right after Christmas talk about cold cures, codliver oils, laxatives and digestants.

AGAINST TRADING STAMPS.

Concerted Action to Be Taken at Next Session of Legislature—Merchants' Association Interested and Local Pharmacists Asked to Aid.

There has been a good deal of complaint among druggists and others against the use of trading stamps. Many druggists are strongly in favor of abolishing the practice altogether. Several attempts to check the practice have been made in different localities in this city, but sooner or later in such undertakings some druggist has broken away from an agreement not to give trading stamps with purchases, and then others would have to follow suit to protect themselves, and the trouble would become as aggravated as ever. There has been some talk among members of some of the local pharmaceutical organizations of taking the matter up with a view of securing legislation which would stop the practice. There was a law in this State, it will be recalled, which prohibited the giving of trading stamps. That law, however, was declared unconstitutional.

The Merchants' Association of New York has taken the subject in hand, and will try to have another law framed and passed at the coming session of the State Legislature, and asks the co-operation of druggists and merchants everywhere throughout the State to that end. The association has sent out a letter which states, in part: "This association is now examining the laws which have been passed upon this subject by several States, and the judicial decisions which have shown the weak points of these laws. Our study leads us to believe that a law which will abolish the trading stamp business by equitable and constitutional means can be drafted. Such a measure, if adequately supported by business interests, would beyond question be passed by the Legislatures of this and other States. Firms manufacturing or controlling specialties whose retail selling price is fixed by contract are particularly interested, for the reason that giving trading stamps with articles having a contract retail price is in effect to cut the price of such articles to the great harm of other retail dealers who cannot give trading stamps, and are not permitted to sell restricted articles at less than retail price. The association will systematically organize the business interests of the State in support of the measure, and through them bring such proper pressure to bear upon the Assemblymen and Senators from each district as to insure the passage of an equitable bill free from constitutional objections."

BOARD OF PHARMACY VS. CIVIL SERVICE COMMISSION.

New York Board of Pharmacy May Be Subject to Civil Service Rules—Board Directed Not to Pay Its Employees Until Salary Lists Are Approved by Civil Service Commission.

The Civil Service Commission is under the impression that the State Board of Pharmacy is subject to its direction and jurisdiction. The board last month received a letter to this effect from John A. Birdseye, and the opinion of Attorney-General Cuneen relative to the Board of Examiners operating under the new barbers' law was cited as authority for this view. The letter went on to say that employees of the Board of Pharmacy should not be paid except upon the approval of the State Civil Service Commission.

A hearing before the Commission was held at Albany on November 10, and was attended by Albert H. Brundage, president of the Board of Pharmacy; Vice-President Gregory, of Buffalo; Secretary Bradt, of Albany, and Attorney Alexander, of Albany, the local attorney of the board. President Brundage submitted briefs, prepared by counsel, showing that in their opinion the Board of Pharmacy is not under the direction and jurisdiction of the State Civil Service Commission. It was finally agreed to refer the matter to the Attorney-General for a decision.

Dr. George C. Diekman, a member of the board, said to a

representative of the AMERICAN DRUGGIST that he hadn't given the matter very much thought, but it seemed to him rather late for the Civil Service Commission to discover that the board, which has been in existence for two years this January, is subject to the Commission.

Charles S. Erb, secretary of the eastern branch, said that the pharmacy law was a State law, and since the board had been created to enforce that statute its members are State officials just as much as the Civil Service Commission. There is no provision in the pharmacy law putting the board under the direction and jurisdiction of the Civil Service Commission, he said, such as he understood is contained in the new barbers' law.

CODLIVER OIL CHARGES.

A Norwegian Firm Charged with Importing Newfoundland Oil—Strong Denials and Hints of Libel Proceedings.

Considerable comment was occasioned not long ago among druggists when a circular, which at first glance appeared to be anonymous, was received, alleging that the firm of O. S. Jervell, of Aalesund, Norway, one of the largest producers of Lofoden codliver oil, had imported a considerable quantity of Newfoundland oil and reshipped it to this country as genuine Norwegian codliver oil. The circular was not anonymous. It bore the stamp in red ink, though very faint, and on some of the circulars so faint as to be scarcely legible, of "Edward P. Hals, 62 Maiden lane, New York City." This circular reads as follows:

Cod Liver Oil News.

Total Cod Liver Oil Imports into United States were to:

First November, 1903.....	3,483 barrels, against
" " 1902.....	4,861 " "
" " 1901.....	5,998 " "

Of the 1903 importation 1,671 barrels came from Norway,

1,721 " " " Newfoundland.

91 " " " in 273 cases of 10 gallons from Japan.

In Bond in U. S. Warehouse in N. Y. City were:

First November, 1903.....	586 barrels, against
" " 1902.....	270 " "
" " 1901.....	1,165 " "
" " 1900.....	1,300 " "

According to the import list at the Custom House in Aalesund, Norway, the firm of O. S. Jervell has during the summer of 1903 imported about 600 barrels of foreign, mostly Newfoundland cod liver oil, which oil, after having been "duly doctored and naturalized," again has been re-exported from Aalesund to the United States and England marked on the barrels, as usually, "O. S. Jervell's finest Norwegian Cod Liver Oil." This "Sophisticated Oil" is now being offered for sale in the United States at about \$25 per barrel below the price at which "Pure Lofoden Cod Liver Oil" is sold.

George B. Martin, Mr. Jervell's agent here, promptly issued the following circular to the trade:

"I wish to positively deny the statement contained in a recent circular that Otto S. Jervell has imported any foreign or Newfoundland codliver oil, which he has refined and afterward re-exported to the United States and England as Norwegian codliver oil. In response to cablegrams Mr. Jervell positively assures me that the statements contained in said circular are absolutely false and without foundation in fact, and he has authorized me to guarantee that all codliver oil bearing his brand is Norwegian codliver oil of the finest quality."

Mr. Jervell himself arrived here the latter part of last month from Aalesund. When questioned he again denied that there was any truth whatever in the report that had been circulated. It was rumored in drug circles that he would bring legal proceedings against Mr. Hals, and that was one of Mr. Jervell's objects in coming to this country. He would neither affirm nor deny this report, however. In discussing the codliver oil situation, he said: "The best quality of Norwegian oil is very scarce in primary markets, and only a few lots are obtainable. Furthermore, the present outlook for 1904 is rather unfavorable. The seals are again coming down from Norwegian waters and driving away the fish. While it is too early to make definite predictions with regard to next year's catch and yield, trial fishings so far show that the fish livers are likely to be very lean and produce less than the usual amount of oil."

Mr. Jervell expects to remain in this country until after the holidays. At present he has gone West.

PROPRIETORS PROMOTE PRICE PROTECTION PLAN.

Manufacturers in Earnest—An Object Lesson to One Broadway Cutter—Arranging for a Minimum Price Schedule—More Proprietors Join the Movement—Beginning at the Top—Organization Work Goes on Elsewhere.

PRESENT indications are that the new plan which leading manufacturers have adopted to check and, if possible, eliminate the cut-rate evil, in co-operation with the National Association of Retail Druggists, will be put into active operation in this city some time in January. So far as the proprietors are concerned, everything is practically ready now to enforce the plan, but, owing to the fact that the holiday season is at hand and the large dealers are very busy, it has been deemed advisable to defer the enforcement of the new arrangement until after the first of the year. Had it not been for the proximity of the holidays, the plan would probably have been put into effect not later than January 1.

MANUFACTURERS AT WORK.

Immediately after the meeting here of members of the Proprietary Association of America, at which the plan of campaign was formulated, on November 9 and 10, which was reported in full in our last issue, those charged with bringing the large factors into line went to work. The results so far attained are very encouraging, and a careful study of what has actually been accomplished warrants the statement that the prospect for relief from conditions which have demoralized the drug trade was never so bright as at present. The largest handlers of proprietary articles, although some of them were perhaps a little skeptical when first approached, treated representatives of the manufacturers courteously and finally came to recognize the feasibility and advantages of the proposition made to them and expressed their willingness to co-operate. But it is only fair to remark that this was accomplished with the exercise of no little diplomacy, tact and perseverance by the manufacturers' representatives. There is not a city or section where conditions are more complex, where trade rivalry and competition are keener, and where druggists, as a rule, were more discouraged and suspicious of any new effort to curb the cut-rate evil than right here in New York. These facts, coupled with other conditions peculiar to different sections or localities within the city itself, made the task of bringing harmony out of chaos a particularly difficult one.

A MINIMUM PRICE SCHEDULE.

In preparing a minimum schedule of prices, the wishes of the largest dealers have been consulted, and it may be stated that the schedule which is to be adopted will be perfectly acceptable to the larger firms, who comprise, probably, the most important factor in the local situation. The organizers have carefully avoided the mistake made when the tripartite plan was first put into operation in this city—namely, that of getting the rank and file of the retail druggists to agree to a minimum scale in the hopes of bringing the large cutters into line afterward. As is well known, that scheme failed utterly, although the retail trade did derive some benefits which are felt even to this day in some localities. The new plan is to be launched with the backing and support of the larger houses at the outset. Of course, in any section where the druggists wish to get together and adopt a schedule of their own, higher than the minimum scale, they will be at liberty to do so; in fact, it is expected that they will. That is where the N. A. R. D.'s part of the plan will come in. The manufacturers who have joined in this movement will simply see to it, individually, that the minimum price schedule is strictly observed by all, and the jobbers are expected, and have already agreed, to co-operate with the manufacturers to this end. No one will be put on the cut-off list except as a last resort. The point is emphasized by the manufacturers that whatever action is taken will be as individuals. Each proprietor will be responsible only for the enforcement of the price schedule on his own goods.

NO RESTRAINT OF TRADE.

There has been more or less talk about this compact among several of the proprietors being a combine in restraint of trade and in violation of the anti-trust laws. In refutation of such statements, it is contended that any manufacturer has the right to fix a price below which his goods shall not be sold, and that the present arrangement is nothing more nor less than the community of interest idea adapted to the sale and distribu-

tion of patent medicines. The proprietors, it is argued, have simply adopted a common policy as to the sale of their preparations which it is thought will prove beneficial to all three branches of the drug trade as well as to the public. The cut-rate evil has been largely responsible for other abuses in the trade, such as substitution, and the consumer has suffered more or less from such abuses. Under the new plan the public will get the goods called for and at reasonable prices. There is no intention to try to get full prices, and it will probably be a long time before full prices are again obtained in this city. The manufacturers realize and appreciate this.

NEW ADHERENTS TO THE PLAN AMONG PROPRIETORS.

Since the plan was first mapped out and agreed to by a number of manufacturers, others have signified their desire to co-operate, and at present there are about 15 whose remedies are numbered among the "big sellers" in the undertaking. As soon as the plan is put into active operation, and the real object and advantages are fully understood, it is expected that other proprietors will join the movement, thus steadily increasing the efficacy of the scheme. Progress in all such undertakings, however, is necessarily slow, and those who are back of this plan understand as well as any one that it is going to take time to correct abuses which have been growing for years. They are quite confident that they are now on the right track, though, and the fact that some of the largest manufacturers are determined to do something for the betterment of conditions (and they were never so determined as now) has encouraged the retail trade and inspired confidence where a little while ago it was entirely lacking.

GETTING THE DRUGGISTS INTO LINE.

Most of the work of lining up the druggists here, preparatory to enforcing the schedule, has been done among the larger firms; but the matter has also been talked over with many of the smaller retailers, and they are eager to give the plan their support. As was expected, some have thrown cold water on the whole movement, but even these are coming to realize that the proprietary interests back of the plan are in dead earnest.

AN OBJECT LESSON TO CUTTERS.

In the recent disturbance in the downtown rate situation there was evidence of this earnestness when one of the big proprietors actually came to the aid of those who had been maintaining a schedule of their own and succeeded in making a particularly aggressive cutter sick of his cutting. That druggist has now agreed to maintain prices the same as the other firms in his immediate neighborhood.

A CUTTER HOIST BY HIS OWN PETARD.

Another instance of the good faith on the part of proprietors was where a certain large dealer learned, somewhat to his surprise, that the goods which he had been slaughtering prices on were being purchased by retail druggists in his locality and that the manufacturer of those goods was providing the retailers with new wrappers and labels in place of those which bore the stamp of the cutter who sold them. The latter came to the conclusion that his cut-rate policy was not such a good business policy after all. These little episodes are mentioned simply to show that the proprietors mean business.

ORGANIZATION WORK GOES ON ELSEWHERE.

Meanwhile the work of organizing other cities and sections of the country is steadily progressing. Representatives of the manufacturers are conducting an active campaign in sections which have been parceled out so that practically the whole country is being taken care of in this new movement. Mr. Grove, of the Laxative Bromo Quinine Company, of St. Louis, is looking after the plan in that section; Dr. Pierce, of the World's Medical Dispensary Association, of Buffalo, is at work there, while Mr. Schumacher, of the Peruna Company, is taking care of the campaign in Columbus, Ohio, and vicinity. Mr. Chamberlain, of the Chamberlain Medicine Company, of Des Moines, Iowa, is at the head of the movement there. Mr. Gove, of the Lydia Pinkham Company, Boston, is paving the way for the enforcement of a minimum schedule in the New England section, and in San Francisco, Mr. Queen, of the California Fig Syrup Company, is actively at work on the plan. Mr. Newman, of the latter company, in Louisville, is also working along the same lines.

Details preliminary to the enforcement of the plan in this city are being worked out by Lee M. Evans, of the Peruna Company, and E. C. Pease, of the World's Dispensary Medical Association. Mr. Evans said to a representative of the *AMERICAN DRUGGIST* that he was more than pleased with the progress made so far. He spoke highly of his associate, Mr. Pease, adding that he could not have a better co-worker in the movement, and that their ideas on this subject were in perfect harmony.

"I am very much gratified," said he, "with the results so far achieved and have not the slightest doubt that the plan will be a success. The work we have been and are still doing is of an educational character, and under conditions such as exist in New York it naturally takes time to bring the different interests into line; but we are making splendid headway, and I think everything will be in readiness to put the plan into effect soon after the first of the year."

Proprietary Association Committees.

President D. S. Chamberlain, of the Proprietary Association of America, has appointed the following committees for the ensuing year:

Executive—The officers, *ex-officio*; H. B. Harding, chairman, Humphreys' Medicine Company, New York; Dr. V. Mott Pierce, World's Dispensary Medical Association, Buffalo; A. H. Beardsley, Dr. Miles Medical Company, Elkhart, Ind.; George A. Newman, California Fig Syrup Company, Louisville, Ky.; Dr. Charles H. Stowell, J. C. Ayer Company, Lowell, Mass.; W. A. Talbott, the Pisco Company, Warren, Pa.

Membership—Joseph B. Kathrens, chairman, Pabst Brewing Company, Milwaukee.

Legislation—John W. Kennedy, chairman, E. C. De Witt & Co., Chicago.

Trade-Marks—George A. Newman, chairman, California Fig Syrup Company, Louisville.

Trade Interests—H. J. S. Hall, chairman, Hall & Ruckel, New York.

Transportation—A. H. Beardsley, chairman, Dr. Miles Medical Company, Elkhart, Ind.

Delegates to attend the annual meeting of the National Wholesale Druggists' Association, at New Orleans, November, 1904—F. W. Schumacher, chairman, Peruna Mfg. Company, Columbus; R. E. Queen, California Fig Syrup Company, San Francisco; Dr. V. Mott Pierce, World's Dispensary Medical Association, Buffalo.

Delegates to attend the meetings of the various pharmaceutical associations—Dr. V. Mott Pierce, chairman; American Ph. A., Dr. V. Mott Pierce; N. A. R. D., F. W. Schumacher; California Ph. A., R. E. Queen, San Francisco; District of Columbia Ph. A., Alonso O. Bliss, the Alonso O. Bliss Company, Washington; Iowa Ph. A., Norman Lichty, Norman Lichty Mfg. Company, Des Moines; Kentucky Ph. A., George A. Newman, Louisville; Louisiana Ph. A., A. J. C. Lyons, I. L. Lyons & Co., New Orleans; Maine Ph. A., A. S. Hinds, Portland; Massachusetts Ph. A., William H. Gove, Lydia E. Pinkham Company, Lynn, Mass.; Minnesota Ph. A., Daniel R. Noyes, Noyes Brothers & Cutler, St. Paul; New Hampshire Ph. A., Dr. Charles H. Stowell, J. C. Ayer Company, New York Ph. A., W. T. Hanson, W. T. Hanson Company, Schenectady; Ohio Ph. A., Frank J. Cheney, Cheney Medicine Company, Toledo; Pennsylvania Ph. A., W. A. Talbott, the Pisco Company, Warren; Tennessee Ph. A., F. P. Van Vleet, Van Vleet-Mansfield Drug Company, Memphis; Vermont Ph. A., A. E. Richardson, Wells & Richardson Company, Burlington; Virginia Ph. A., Edward F. Valentine, Valentine Meat Juice Company, Richmond; Wisconsin Ph. A., William Horlick, Horlick's Food Company, Racine.

Infringements and Simulations of Trade-Marks—H. H. Good, chairman, Carter Medicine Company, New York.

Fraternal Relations—H. L. Kramer, chairman, Sterling Remedy Company, Kramer, Ind.

Memorials of Deceased Members—Brent Good, chairman, Carter Medicine Company, New York.

Advertising—J. T. Wetherald, chairman, L. E. Pinkham Medicine Company, Lynn, Mass.

Publication—C. W. Griffith, chairman, Scott & Bowne, New York.

Delegates to attend the meeting of the Proprietary Articles Trade Association of Canada—Thomas L. Leeming, chairman, Henri Nestle, New York; Brent Good, New York; H. E. Bucklen, H. E. Bucklen & Co., Chicago.

Arrangements and Entertainment for the Annual Meeting of the Association—Clarence G. Stone, chairman, Lambert Pharmacal Company, N. Y.

The Kansas Board.

At the regular quarterly meeting of the Kansas State Board of Pharmacy held at Wichita, November 18, 26 applicants took the examination. Following are the names of those who passed and were registered: B. C. Beal, Logan; Horace W. Chittendon, Melvern; J. W. Hollinger, Wichita; Joseph E. Nygreen, Lawrence; Grover E. Smith, Alta Vista; Georga L. Kuss, Edna; Walter J. Downing, Clay Center; J. Lawrence Ward, Arkansas City; Alba V. Johnson, Lincoln; J. J. Hendricks, Coffeyville; Pauline S. M. Johnson, Topeka; D. R. Moore, Goodland; Samuel L. Wilkinson, Newton; James S. Sheldon, Council Grove; H. A. Keuneke, Wellington; H. G. Graves, Caney; Lafayette M. Foster, Selden; W. G. Haning, Belleville, and Homer H. Neff, Springhill. The next meeting of the board will be held at Topeka, February 17, 1904, at nine o'clock, a.m. Persons desiring to take the examination should notify the secretary, W. E. Sherriff, Ellsworth, Kan., at least five days before the date of the meeting.

A New Alumni Journal.

The Journal of the Association of the Alumni of the Massachusetts College of Pharmacy makes its initial appearance in a bright red cover. It is well arranged, contains just the kind of matter calculated to arouse and preserve the interest of the

alumni in their Alma Mater, and will, no doubt, be an important factor in promoting the welfare of the college.

Mr. Bodemann and the Newspapers.

Wilhelm Bodemann, of Chicago, the president of the Illinois State Board of Pharmacy, favors us with a copy of a communication which he has sent to the editor of the Chicago *Record-Herald* in rebuttal of a sensational story which that newspaper has recently published. Mr. Bodemann's communication explains itself and requires no comment, save for the testimony, which we gladly give, of our complete confidence in the justice of his position:

"To the Editor of the Chicago Record-Herald:

"Dear Sir: The *Herald* of November 20, 1903, had a long article on L. T. Hoy, and among other things claimed that L. T. Hoy had charged up to the State 25 cents for personal laundry. The *Herald* of November 22, 1903, had another blast on the Board of Pharmacy in general and me in particular, stating that two meetings of December 19 and 29, each of which lasted less than four hours, cost the State \$325.80. The *Herald* also asserted that I owed my appointment on the board to T. N. Jamieson, and further that I drew \$400 from the postoffice for rent of space, and drew a salary from the Government of \$900 as drug inspector of the Indian Warehouse, which latter position I also owed to T. N. Jamieson.

"On Monday, November 23, 1903, I called on Mr. Noyes, of the *Herald*, in company with Mr. Avery, president of the Chicago Retail Druggists' Association. We explained by the records of the Illinois Pharmaceutical Association that in compliance with the Pharmacy Law, the registered pharmacists of Illinois had to vote on 25 names, the three receiving the highest vote to be recommended to the Governor for appointment on the board, and that in this way my name had been sent to Governor Tanner, the other two names sent to the Governor having withdrawn and asked the Governor to appoint me, I was appointed as the unanimous choice of the Illinois pharmacists.

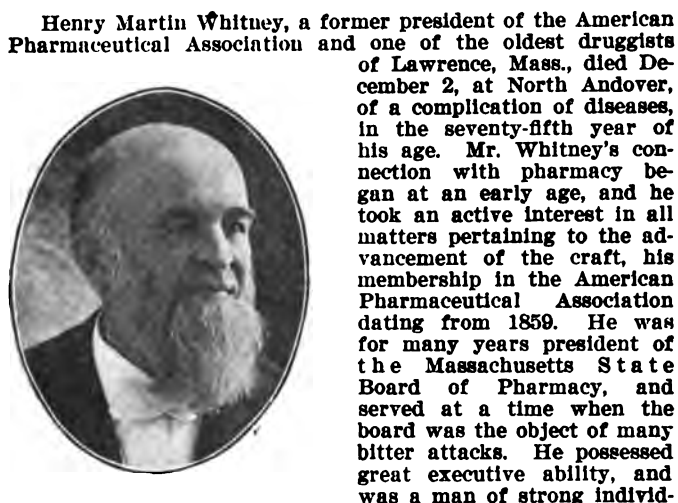
"I also assured Mr. Noyes, of the *Herald*, that Mr. Jamieson did not know of my position as Drug Inspector for the Indian Department until I occupied that position three years; in fact, that Mr. Jamieson knew nothing that such a position existed and had absolutely nothing to do with my appointment. I also assured Mr. Noyes that I had no space in my store rented to the postoffice, that I did not receive \$400 for such rent nor \$900 as Inspector of Drugs. The statements made in the *Herald* were absolutely untrue in general and in particular and I requested Mr. Noyes, and Mr. Avery seconded my request, to correct these statements, as such statements were bound to discredit the State Board of Pharmacy, and assured Mr. Noyes that the board had the unqualified support and approval of the city, State and national associations of pharmacists; and that the board could not do good work unless it enjoyed such support, etc. We explained to Mr. Noyes that we were engaged in a bitter fight against various violators of the Pharmacy Law, especially for selling cocaine, and that some of these violators and their defendants had done their level best to throw mud at the board and attempted to make political capital out of such slanders and wrongful attacks. Mr. Noyes could have readily ascertained whether or not what Mr. Avery and I told him was the truth; ten days have gone by and he has not seen fit to correct his untrue statements. I desire to give his statement to the press. Let the public decide whether I am justified in resenting these attacks. The vouchers for payments to the members of the board and to Mr. Hoy are public property and can be seen at Springfield. A committee from the Illinois pharmacists goes every year to Springfield and audits the accounts. It is a very easy matter for the *Herald* to find out that the statements made on November 20 and 22 are untrue, and if the *Herald* wanted to find out the truth and publish it, it could do so. What is the animus? The public is certainly not well served by giving publicity to something that is untrue. The attack, as can be read between the lines, comes from one of the defendants for one man, whom it was the board's duty to prosecute. This defendant, it is evident, has only one line of defense—namely, throwing mud at me and through me at my friend Jamieson, a man with whom I enjoyed the most intimate friendship long before he figured in politics, continued on closest intimate terms in spite of political differences, and hope to continue so until the end. The aforesaid defendant mentioned does not enjoy the same terms of friendship with Jamieson. This defendant wanted me to bring about a reconciliation with Jamieson, but Jamieson flatly refused to have anything to do with this man. Hence this mud. I ask you to give this statement publicity over my signature.

"Yours,

"W. BODEMANN."

Obituary.

HENRY M. WHITNEY.



Henry Martin Whitney, a former president of the American Pharmaceutical Association and one of the oldest druggists of Lawrence, Mass., died December 2, at North Andover, of a complication of diseases, in the seventy-fifth year of his age. Mr. Whitney's connection with pharmacy began at an early age, and he took an active interest in all matters pertaining to the advancement of the craft, his membership in the American Pharmaceutical Association dating from 1859. He was for many years president of the Massachusetts State Board of Pharmacy, and served at a time when the board was the object of many bitter attacks. He possessed great executive ability, and was a man of strong individuality of character, which enabled him to do commendable service in arranging the many details of the board's work. Besides his other connections he was prominent in the affairs of the Massachusetts State Pharmaceutical Association and the Boston Druggists' Association.

BARNARD S. PROCTOR.

Barnard Slupson Proctor, of Westbury-on-Trym, Gloucestershire, England, died September 22, in the seventy-fourth year of his age. Mr. Proctor was one of the founders of the British Pharmaceutical Conference, and had been a member of the Pharmaceutical Society of Great Britain since 1857. He was particularly well versed in the art of galenical pharmacy, and devised numerous original methods of pharmaceutical testing, his "Manual of Pharmaceutical Testing," of which a second edition was published in 1899, being a practical handbook for druggists; while he was also widely known as the author of "Lectures on Pharmacy." In 1894 he published a paper on rhubarb, which attracted considerable attention. It recorded experiments which covered a period of 26 years. His other contributions to the literature of pharmacy are extensive and generally marked by their practical character.

CHARLES H. TROESTER.

Charles H. Troester, one of the best known druggists in the Williamsburg district of Brooklyn, and a prominent member of both the Kings County Pharmaceutical Society and the German Apothecaries Society, died on November 20, in St. Catherine's Hospital, of injuries received in a fall from a Fourteenth street crosstown car. Mr. Troester was born in Hesse-Darmstadt, Germany, January 16, 1839, and when three years old was brought to this country by his parents, who settled in Albany. He had been in business at the corner of North Eighth street and Wythe avenue for 32 years. He married Miss Amelia Nicot, the daughter of Louis E. Nicot, who was a prominent pharmacist in his day, especially active in National Formulary work, having been one of the compilers of the old New York and Brooklyn Formulary, the predecessor of the National Formulary. She died several years ago. Mr. Troester is survived by his son, Louis, and one daughter, Mrs. Matthew McFetridge.

WILLIAM J. FRISBEE.

William J. Frisbee died at his home in Bushnell, Ill., on Saturday, September 26, at the age of 67 years. He was a pharmacist who succeeded in gaining the esteem and regard of the community in which he lived, and many marks of respect were paid on the day of the funeral. The public schools were dismissed, and every shop, factory and place of business was closed as a tribute of respect for the dead man. It was one of the largest funerals ever held in Bushnell. Besides his widow he is survived by his only son, W. J. Frisbee, whose name will be recalled as that of an occasional contributor to the AMERICAN DRUGGIST.

JOHN DWIGHT.

John Dwight, pioneer manufacturer of sodium bicarbonate in this country, died at his residence, 31 Mount Morris Park, West, New York, on Wednesday, November 25, aged 84 years. Mr. Dwight was born in South Hadley, Mass. He came to New York in 1846 in company with his brother-in-law, Dr. Austin Church, and they together began the manufacture of sodium

bicarbonate, under the firm name of John Dwight & Co. In 1896 this firm was merged in the corporation of Church & Dwight Company, of which Mr. Dwight was president at the time of his death.

J. T. FARR.

John Thomas Farr died at his residence in Philadelphia, on December 7. He was a native of England, and came to this country in 1842. He entered the employ of Farr, Powers & Weightman, taking charge of the manufacture of their quinine department. In 1861 he opened a pharmacy in Frankford avenue, where he continued until he retired in 1887. Mr. Farr took an active interest in politics; during the war he acted as clerk to the Provost Marshal's recruiting station in Frankford. He also served eight years as Poor Director, and was a member of the Legislature in 1879-1880. While a member of the Legislature he was mainly instrumental in having a bill passed providing for the registry of pharmacists. Mr. Farr was a member for 42 years of St. Mark's Protestant Episcopal Church. He also took an active interest in the Odd Fellows, Knights of Pythias and Foresters. He is survived by four sons and two daughters.

DR. CYRUS EDSON.

Dr. Cyrus Edson, formerly president of the old New York Board of Pharmacy, died on December 2, from pneumonia, at the age of 46. Born in Albany, he was educated first at a military school at Throgg's Neck, and afterward at Columbia College. He graduated from the College of Physicians and Surgeons in 1881. During his career he held several important public positions, including that of president of the old New York County Board of Pharmacy, of which he was the incumbent in 1893. He was interested in the manufacture of several proprietary medicines, and was the president and a director of the New York Pharmacal Company and vice-president and director of the Rapid Safety Filter Company. He was married twice, first to Virginia Churchill Page, who died in 1899, and later to Mary E. Quick, who survives him.

THOMAS P. LANGDON.

Thomas P. Langdon, 59 years old, a well-known resident of Baltimore, and formerly a member of the wholesale drug firm of Gilpin, Langdon & Co., Incorporated, died at his home on November 23. Mr. Langdon retired from business two years ago. He was born in Charles Town, W. Va. He settled in Baltimore in 1864, and entered the drug firm of Canby, Gilpin & Co., the predecessor of Gilpin, Langdon & Co., which latter name the firm took in 1866. He is survived by a widow, who was Miss Drusilla Carter, of Louisville, Ky.

Died.

DWIGHT.—In New York, N. Y., on Wednesday, November 25, John Dwight, in the eighty-fifth year of his age.

EMPEY.—In Philadelphia, Pa., on Wednesday, November 25, Nathan Empey, in the eighty-first year of his age.

HOWELL.—In Brooklyn, N. Y., on Monday, November 23, Eugene G. Howell, in the thirty-seventh year of his age.

KENNEDY.—In New York, N. Y., on Saturday, November 28, Patrick Kennedy.

LANGDON.—In Baltimore, Md., on Monday, November 23, Thomas P. Langdon, of the firm of Gilpin & Langdon, in the sixtieth year of his age.

MCBRIDE.—In Carrollton, Miss., on Monday, November 16, W. S. McBride, proprietor of the McBride Drug Company.

MEEK.—In Gunnison, Miss., on Sunday, November 22, D. W. Meek.

MERVY.—In San Diego, on Tuesday, November 17, Dr. Alphonse J. Mervy, of San Francisco, in the fifty-seventh year of his age.

SCHAFER.—In Philadelphia, Pa., on Monday, November 23, Dr. Charles Schaffer, in the sixty-sixth year of age.

SENIOR.—In New Castle, Ky., on Monday, November 16, Frank Senior.

SHORT.—In Brooklyn, N. Y., on Sunday, November 22, William H. Short, in the sixtieth year of his age.

STAHLER.—In Norristown, Pa., on Tuesday, November 17, Eugene Stahler, in the forty-eighth year of his age.

TROESTER.—In Brooklyn, N. Y., on Friday, November 20, Dr. Charles A. Troester, in the sixty-fifth year of his age.

WHALEY.—In Utica, N. Y., on Wednesday, November 18, Christopher Whaley, of Rome, in the eighty-fourth year of his age.

WITZIGREUTER.—In Fort Wayne, Ind., on Thursday, November 26, Maximilian Joseph Witzigreuter, in the sixty-eighth year of his age.

"Do You Do Your Own Dispensing?"

R. L. Polk & Co., of Detroit, Mich., in asking physicians for particulars of their address, date and place of graduation, etc., for publication in Polk's Directory of Physicians, put one significant question which will interest druggists. It is, Do you do your own dispensing?

Roure-Bertrand Fil's Latest Bulletin.

Scientific and Industrial Bulletin, No. 8, of Roure-Bertrand Fils, Grasse, France, has just been issued. While this issue covers many subjects of more than usual interest to perfumers, some observations in Part 2, Industrial Review, will attract special attention. The fact that in no case has an artificial product displaced a natural product in perfumery, but rather that the introduction of synthetics has greatly stimulated and materially increased the demand for pure floral products seems worthy of the most thoughtful consideration.

A Woman Heads the List in Arkansas.

At the recent examination of applicants for registration held by the Arkansas Board of Pharmacy, the highest average was made by Miss Mattie Crenshaw, of Dermott. The others who were registered at the same time were J. J. Young, Okalona; Bishop Brooks, Hope; John R. May, Atkins; Charles Bleherman, J. E. Sears, L. Wood, and W. H. Lushy, Hot Springs; C. H. Yunker, Charleston; G. S. Anderson, Magazine; Arthur North, A. H. Meier, Bentonville; Martin Brown, Springdale, and George Leming, Danville.

RECENT DRUG INCORPORATIONS.

Certificates of incorporation have been filed during the past month of the following new concerns:

The Alpers Pharmacy, New York. Incorporators—William C. Alpers, J. A. Miner, Lillian H. Andrews, all of New York; capital, \$20,000; object, to deal in drugs.

American Vitalizer Company, New York. Incorporators—W. B. Wolff, H. D. [Harry De Vere] Robbins, of New York, and C. N. Greig, of New Rochelle; capital, \$100,000; object, to deal in drugs.

Burrows-Taylor Pharmacal Company, New York. Incorporators—W. E. Burrows, J. A. Pierce and Arthur Falk, of New York; capital, \$50,000; object, to deal in drugs.

Hampton Medical Company, New York. Incorporators—Charles Brophy, South Hampton; M. K. McGonigal and Lawrence Divizio; capital, \$5,000.

Jones Drug Company, Syracuse, N. Y. Incorporators—Charles A. Shultz, Bath, N. Y.; Charles W. Snow, Nelson P. Snow, Syracuse, N. Y.; capital, \$9,000; object, to deal in drugs, etc.

The Lyon Drug Company, Buffalo, N. Y. Incorporators—G. C. Lyon, Providence, R. I.; W. C. Bolton, Brooklyn, N. Y.; C. J. Janes, Boston, Mass.; capital, \$44,000.

The Nu-to-Na Remedy Company, Binghamton, N. Y. Incorporators—J. W. Coleman, W. D. Redington, L. D. Turk, Binghamton; capital, \$50,000; object, to deal in drugs.

Organic Chemical Company, New York. Incorporators—W. E. Crampton, John Robertson, New York; W. M. Miner, Plainfield, N. J.; capital, \$3,000; object, to deal in drugs.

The Pinadol Company, New York. Incorporators—Charles Canfield, Boonton, N. J.; Barclay Dunham and A. B. Trigge, Brooklyn; capital, \$1,000; object, to manufacture medicines.

St. Luke Remedies Company, New York. Incorporators—A. V. M. Sprague, Mary C. Sprague and D. Sprague, of New York; capital, \$25,000; object, to manufacture medicines.

Union Square Pharmacy, New York. Incorporators—G. B. Abbott, W. H. Lyon, T. Townsend, New York; capital, \$5,000.

George H. White Incorporated Company, Jersey City, N. J. Incorporators—George H. White, Frederick G. White, George C. Tennant, Jersey City; capital, \$50,000; object, to acquire or establish wholesale and retail drug stores.

Wright Chemical Mfg. Company, New York. Incorporators—Charles Wright, New York; William A. Corcoran, Jersey City; capital, \$5,000; object, chemists.

York Chemical Company, Cranford, N. J. Incorporators—George S. Clay, Plainfield; Roswell A. Benedict, Cranford, and George J. O'Neill, Newark; capital, \$300,000; objects, to engage in the purchase, sale, manufacture, compounding and preparation of medicines and chemical preparations, the buying and selling of drugs and druggists' supplies, and the manufacture and sale of medicinal preparations of all kinds.

GREATER NEW YORK.

W. H. Robeson, of Euler & Robeson, returned recently from an extended business trip.

Howard McKesson Kirkland, of McKesson & Robbins, has been enjoying a brief hunting trip to Biltmore, N. C.

Thomas P. Cook, of the New York Quinine & Chemical Works, has returned from a tour of the Southwest.

W. A. Munn, of St. Johns, Newfoundland, a well-known refiner of codliver oil, was in New York for a short time recently.

Jordan W. Lambert, of the Lambert Pharmacal Company, St. Louis, called on friends in the local drug trade last week.

Rumor is current in the drug trade that a new wholesale drug house is about to be established in Chicago, but no definite details or confirmation of the report could be obtained.

Alfred Nathan, of L. D. Nathan & Co., Auckland, New Zealand, gum brokers, stopped in this city recently on his way to San Francisco, whence he will sail for Auckland.

Charles N. Leigh, who formerly conducted the Park Avenue Hotel Pharmacy, at Thirty-third street and Park avenue, has opened a new establishment at Thirty-second street and Madison avenue.

J. S. Kinnan, treasurer of Walding, Kinnan & Marvin Company, of Toledo, was in New York recently on his way home from a European trip. He was met here by his brother, C. B. Kinnan.

F. P. Hinkston, who covers the western end of the State for Bruen, Ritchey & Co., will spend the Christmas holidays in New York City. Mr. Hinkston's trade prospers and his many friends always welcome his coming.

Harry J. Skillman, manager of the advertising department of Parke, Davis & Co., spent a couple of weeks in this city, putting in an appearance at the Drug Club, where he is very popular, every day.

A good opening for a young graduated pharmacist is advertised in the "Wants" column on another page. A qualified youth would find this a splendid opportunity to make a permanent connection. An early application should be made.

Flaring headlines in one of the local journals—"John M. Peters Shot"—startled the drug trade the other day. Friends of the John M. who is well known to the trade thought at first that he had been the victim. They say it was a mistake, though, for they found he was only half shot.

I. N. Dallin, proprietor of the pharmacy at 108th street and Amsterdam avenue, Manhattan, is receiving the congratulations of numerous friends over his marriage to Miss Powers, of Brooklyn, which took place November 15. The happy pair returned last week from a honeymoon spent in the South.

Arthur S. Stallman and wife have returned from an extensive wedding trip through the West and Southwest. Mr. Stallman is a member of the Stallman & Fulton Company. The bride was formerly Miss Rose Ungerer, daughter of W. M. Ungerer, of the firm of Ungerer & Co.

The Foreign Trade Association—recently incorporated under the laws of this State—is making efforts to secure from railroads a reduction in freight rates on export goods. The association believes that the reduction on steel to the exclusion of other manufactured products for export is an unjust and unwarranted discrimination.

An advertisement in our "Wants" column calls for information regarding the whereabouts of friends or relatives of Frank Gaudin, who was a druggist and a resident of New York City in 1864. Any person who can supply this information is advised to communicate with W. M. Hoes, the Public Administrator of New York County, at 119 Nassau street, New York.

The incorporation of the American Vitalizer Company, of New York is noted in another column. Lest some in the trade might be confused, it may be well to state that the full name of the incorporator, "H. D. Robbins," is Harry De Vere Robbins, and he has no connection with any New York drug house.

Judgment of \$15,267 has been recorded against Tarrant & Co. in favor of Arthur Johns. The judgment, which is a "deficiency judgment," grew out of the foreclosure sale of the property at the northwest corner of Warren and Greenwich streets, the site of the old Tarrant building that was wrecked some time ago by a disastrous fire.

Members and guests of the Drug Trade Club will witness the fire works incident to the opening of the new Williamsburg Bridge on December 19, from the club windows. Those present will have an opportunity to view the recent additions to the club's fine collection of paintings.

A new pharmacy was opened last week at the corner of Kingston avenue and Dean street, Brooklyn, by a concern named the Fred. B. Losee Drug Company. Although this part of the so-called Bedford section of Brooklyn already possesses two well equipped and prosperous pharmacies, those namely of J. L. House, at 120 Kingston avenue and 178 Albany avenue, respectively, it is believed that the newcomers will meet with a favorably reception, and even stimulate business on the principle that "competition is the life of trade."

Only routine business was transacted at the last meeting of the Kings County Pharmaceutical Society, and no action was taken on the proposition to join in the movement of establishing a co-operative fire insurance company for druggists. Adrian Paradis, chairman of the committee appointed to investigate the matter, reported progress. Conferences had been held, he said, but no agreement had been reached. Charles J. Stark, Jr., was elected a member of the society, and the deaths of C. H. Troester and W. A. Shaw were reported.

The Manufacturing Perfumers' Association of the United States has abandoned the plan of having a joint exhibit at the World's Fair. Henry Dailey, chairman of the association's Executive Committee, sent out letters to members asking their views on the proposition. Many replies favored the idea, but not enough firms agreed to join in the undertaking to make it a success and to defray the heavy expense, so the scheme fell through. Several independent exhibits, however, will, of course, be made.

The druggists' bowling season is now at its height. On November 28 the contests in the Wholesale Drug Trade Bowling Association series were between the Sharp & Dohme and Seabury & Johnson teams and those of Parke, Davis & Co. and the Roessler & Hasslacher Chemical Company. In the first series the three games were won by the Seabury & Johnson team, and in the second series two games were won by the Parke, Davis & Co. team. Individual honors were carried off by George Doerr, of Sharp & Dohme and Mat. Judge, of the Seabury & Johnson team, their scores being 208 and 198, respectively.

At the annual meeting of the German Apothecaries' Society, which was held on December 3, Sidney Faber declined re-election, and George Hoffman, of Hoboken, was elected to succeed him as corresponding secretary. The other officers elected were: Henry Imhof, president; Oscar Goldman, first vice-president; Max Schnelder, second vice-president; Felix Herreman, treasurer; Dr. Karl F. Kleppert, recording secretary; George Leinecher, historian; George Stolzenburg, librarian, and Carl Schur, Carl Kessler and Carl Schleussner, members of the Board of Trustees. The affairs of the association are in a flourishing condition, both financially and as regards membership.

The election of officers of the New York State Board of Pharmacy will take place at the annual meeting of the board in Albany on January 5. Vice-President Willis G. Gregory, of Buffalo, is spoken of as the most likely choice of the board for the office of president, and, as there seems to be no opposition, at least none has been heard as yet, it is probable that he will be elected. A member of the board said the other day that the usual custom of electing a vice-president to the office of president would most likely be followed; besides, he said, it was no more than proper that the office of president should next year be filled by a member of the western branch of the board.

An undertaking which deserves and will no doubt receive consideration from drug importers is the project to form an Importers' National Association to protect the commercial rights and interests of all importers. The movement has been under way for several months, and is now assuming definite shape. Over 100 prominent importing firms of this city have already signified their intention of joining the proposed organization. Warner Sherwood, formerly an assistant appraiser in charge of the Third Division at the Public Stores, is the prime mover in the enterprise. It is rumored that Mr. Sharretts, a member of the Board of United States General Appraisers, may resign that position to be at the head of the Importers' National Association, if the project receives sufficient support from the importing community.

Albert Plaut, of Lehn & Fink, and Philip S. Tilden, of the Franklin H. Kalbfleisch Company, are members of the Special Committee of the Board of Trade and Transportation, who are

waging an active campaign against the passage of the Dryden bill, now pending in Congress. The bill seeks to exclude any insurance company, either life, fire or marine, as well as fraternal organizations which operate an insurance department, from the use of the United States mails if such companies do not hold a certificate from the State Insurance Department in the State or sections where they do business. Druggists and others claim that the passage of such a law would not only work great injustice and hardship on reputable insurance concerns, but would also curtail the insurance of merchants, because it would drive out of the field many insurance concerns which do not hold such certificates.

Among the recent visitors to the drug trade were William Lawton and John Considine, of C. H. & H. A. Lawton Company, New Bedford, Mass.; W. D. Olney, of Middletown, N. Y.; A. M. Knowlson, of Troy; Luin B. Switzer, of Southport, Conn.; H. B. Gilpin, of Gilpin & Langdon; Messrs. Bower, of the Liquid Carbonic Gas Company; F. B. Palmer, of Spring Valley; G. W. Jaques, of South Amboy; N. McDonald, Lakewood; Mr. Wood, of Thompson & Wood, Bradford, Pa.; Mr. Howd, of Hyer & Howd, Wellsboro, Pa.; Mr. May, of the May Drug Company, Pittsburgh; Joseph M. Hollander, of Braddock, Pa.; Henry Thornton, manager of the Boston branch of Parke, Davis & Co.; John Moon, of New London, Conn.; C. J. Loder, Philadelphia; W. H. Rogers, of McMonagle & Rogers, Middletown; Charles E. Dodd, Albany; H. M. Shilstone, New Orleans, and J. F. Williamson, Chicago.

The State Board of Pharmacy won its case against the corporation known as Goldwater's Drug Stores, in the Second District Court, the Bronx. Action was brought by the board against the firm on the charge of having violated the State Pharmacy law by selling camphorated oil which was not up to Pharmacopœial requirements. Lexow, McKellar, Guy & Ellis represented the defendants, and H. A. Herold appeared for the board. It was contended on behalf of the defendants that the Pharmacopœia does not mention camphorated oil by name. In his decision in favor of the board, Judge Tierney said that camphorated oil and camphorated liniment were one and the same thing, that camphorated oil was the common name by which it was usually known, but all the ingredients were the same as those given in the Pharmacopœia for camphorated liniment. Judgment was rendered for the plaintiff for \$25 and costs.

Clayton F. Shoemaker, of Philadelphia, the president of the National Wholesale Druggists' Association, was in New York last week, and the fact that his presence here was coincident with that of F. E. Holliday, the assistant chairman of the Committee on Proprietary Goods, of the N. W. D. A., gave rise to some comment. A conference took place a few days ago among a number of interested parties who are endeavoring to bring the proprietors of department stores to some understanding as regards the cutting of prices on proprietary goods, but it was learned that all efforts to bring the department store people into accord with the representatives of the different drug associations had been abandoned for the present owing to the great pressure of business at the holiday season. Negotiations will be resumed, it is said, after the New Year holidays.

Dr. W. E. Dreyfus, who succeeded the late lamented Dr. Charles Rice as chemist of the Department of Public Charities, New York, is evidently determined that his name shall not be forgotten in the Department, no matter what political or other changes may come about. He has recently issued a revised edition of the Hospital Formulary originally compiled by Dr. Rice, and his name appears twice on the outside cover, once on the title-page, and again on almost every other page of the body of the work, in a manner so wholly out of harmony with the traditions of the office he holds as to excite—well, mild astonishment. If the volume represented original work on the part of Dr. Dreyfus, this peculiar exhibition of taste on his part would call for no comment; it might indeed be considered justifiable; but when it is remembered that the bulk of the matter was either original with, gathered, arranged or edited by Dr. Rice, one cannot help feeling that the editor has laid himself open to criticism.

The eastern branch of the State Board of Pharmacy has confined its work of collecting samples and analyzing same to see if they were up to standard, to sections of the city other than Brooklyn. Recently, however, the inspectors were sent to Brooklyn, and collected a large number of samples there. Upon being tested a very large percentage proved to be below standard, and the result is that some 35 druggists in that borough will have to comply with the board's invitation to contribute to State coffers. The trouble was largely with wood alcohol.

spirit of camphor, camphorated oil, tincture of iodine, etc. Some of Brooklyn's most prominent pharmacists are included in the list of those caught. There are also some of the leading druggists in Manhattan from whose stores samples were found to be below the standard required by law. In some of these cases the fault was evidently the clerk's; the proprietor, nevertheless, is held responsible, for the articles were "sold," and the law forbids any proprietor of a drug store or pharmacy from "selling" drugs which are not up to the Pharmacopœia strength and quality. In the case of a prominent Brooklyn pharmacist, the sample was obtained at one of his branch stores, and the manager of that branch paid the fine.

Ducks "Dead for a Ducat."

A party composed of Ed. G. Wells, Arthur A. Stilwell, M. J. Breitenbach, Martin H. Smith, G. Blampey, J. G. Monihan, J. Schlicht, M. Mayer, and Charles C. Forster, comprising the New York contingent of the Neverhit Duck Club, started last Tuesday for the club's annual shooting excursion at South River, Anne Arundel County, Md. They will be gone about a week. They were met in Annapolis by other members of the club, and thence proceeded to the haunts of the wild duck. The party enjoyed a sumptuous game dinner at Caryel Hall, Hillsmere, a preserve at South River, owned by Martin H. Smith, where the club made its headquarters. Friends of the New York members of the party are looking forward to their return, but don't expect they will bring back as many ducks this year as last, owing to the higher prices demanded for the birds this season, though others indignantly repel the insinuation that this is to be a bloodless duck hunt, it being represented that Ed. Wells has by this time thoroughly mastered the intricacies of the hammerless gun.

Registered in Pennsylvania.

At the recent examinations held by the Pennsylvania Board of Pharmacy, 349 applicants were examined, of whom only 104 passed. The examinations were held simultaneously in Philadelphia and in Pittsburgh, W. L. Cliff, George W. Davis and Paul W. Houck examining the 226 applicants who presented themselves. One hundred and thirty-three of these applied for registration as pharmacists and 93 for registration as qualified assistants; 27 were registered as pharmacists and 45 were registered as qualified assistants. The Pittsburgh examinations were conducted by Louis Emanuel and Charles C. George. Out of the 82 applicants for registration as pharmacists 16 were successful; and out of the 41 applicants for registration as qualified assistants 16 were granted certificates.

The following is a list of the successful applicants for registration as pharmacists:

T. J. Thomsin, R. Warshawsky, B. C. Broude, I. M. Aupach, D. G. Gerson, M. Altshuler, D. E. Kinkle, G. K. Levan, S. L. Naly, G. H. Lennox, J. H. Cameron, W. T. Ryan, J. W. P. Outerbridge, M. B. Loyer, B. S. Lacy, J. J. Widmann, Jr., C. D. Smith, L. L. Meyer, H. M. Dodson, of Philadelphia; L. A. Woodard, T. B. Rogers, S. J. Mead, C. E. Flacus, P. J. Nans, of Allegheny City; George Ansley Belts, of Derry; Albert I. Itel, of Allegheny; Wilkes-Barre; E. J. Harbach, B. M. Michmay, Scranton; J. B. Bennett, Lehigh Valley; W. F. Reading, L. A. Spaeth, Strasburg; L. G. Smith, League Island; W. F. Coleman, Lawndale; C. J. Houck, Camden, N. J.; F. S. Rochefort, Duquesne; A. D. Carleton, Sharon; E. E. Owen, Warren; A. G. Leyda, Beaver Falls; N. L. Kerr, Everson; P. T. Fitzgerald, Wooster; C. W. Davis, Conemaugh, and R. A. Sphar, of Monessen.

The following list gives the successful applicants for registration as qualified assistant pharmacists:

M. Weisbald, A. J. Knight, S. B. Fest, H. L. Reick, P. Heller, E. S. Keyser, F. M. Garton, P. D. Witner, S. B. Kern, J. T. MacDonald, C. H. Hargreaves, H. F. Plum, H. W. Bowers, C. B. Grammer, F. A. Butler, J. Strimpler, H. C. Hehn, E. P. Swank, R. F. Bowersox, L. S. Freeman, C. H. Johnson, H. Eilenhardt, J. G. Armstrong, L. A. Dodds, and William Scalella, of Philadelphia; A. L. Johnson, J. J. Tobin, and M. L. Sweeny, of Shenandoah; C. E. Faucett, W. P. Barry, L. J. Curry, F. C. Blawney, F. W. Smith, E. L. Brinkhoff, H. H. Vanderwott, F. A. Reitenwald, F. J. Hoffman, of Pittsburgh; W. E. Schatzmann, W. M. Bennett, E. P. King, and P. E. Hundermark, of Allegheny City; A. E. Snyder, Scranton; M. E. Zerphy, Lancaster; R. Walther, Meadville; F. P. States, Andalusia; J. L. Sausser, Schuylkill Haven; A. L. Andreas, Ashfield; H. A. Britton, Reading; H. E. Book, Port Royal; S. O. Dout, Jr., Royertown; A. J. Smith, Millville; J. P. Krause, Lynville; M. T. Huber, Gettysburg; W. J. Thornton, Lenni; F. J. Blinzig, Titusville; C. C. Meff, Camden, N. J.; F. E. Goulden, Wilkes-Barre; P. Hampton, Bridgeport; R. J. McKenley, Elwood City; W. R. Johnston, Butler; J. E. Evans, Sharpsburg.

The next meeting of the board for the examination of applicants will be held at the Philadelphia College of Pharmacy, 145 North Tenth street, Philadelphia, on Saturday, January 10. This will be the first meeting at which a practical laboratory examination will be required by all applicants for registration as pharmacists, the board having adopted a resolution to require a practicable examination hereafter.

WESTERN NEW YORK.

Business Fair in Buffalo—United Drug Company to Establish a Retail Branch—Trouble May Follow—The New Department Store to Go Into Drugs.

(From our Regular Correspondent.)

Buffalo, December 9.—There is generally plenty of business in the Buffalo drug stores, especially in the outlying parts of the city, where there are none too many stores and it is too far to visit the down town district for everything. For some time, though, there has been no especial diversion in the trade, and it has been allowed to drift along on the lines laid down some time ago. All thought of combination for mutual benefit has been laid aside, and beyond the buying companies, which seem to be doing well, it is each one for himself, with fair results.

UNITED DRUG COMPANY AFTER A SLICE.

It is feared that the diversion is coming before long, though. There was lately incorporated the Lyon Drug Company, who are to do a retail business in the city, and are said to have options on two down town places in Main street. The company are capitalized at \$44,000. The directors are George C. Lyon, of Providence, R. I.; William C. Bolton, of Brooklyn, N. Y.; Edwin D. Cahoon, of New York; Edwin P. Dodge, of Providence; Louis K. Liggett, of Newton Center, Mass.; Alfred H. Cosden, of New York, and Charles P. Jaynes, of Boston. It is understood that this company are the offspring of the United Drug Company, of Boston, as many of the directors are share owners in it. The name is taken from that of Hall & Lyon, of Providence. Rumors find their way to the ears of the Buffalo retail druggists that this new company will take up business in whirlwind style and cut such a swath that they will soon have all the people on their list. It is said that an effort will be made to teach the mossbacks how to do business. There may be reason for fearing that something of the sort will happen, for it is a fact that the Yerxa grocery, when it came from Boston 20 years ago, did fairly revolutionize the business, though it fell into local hands later on. Hence the uneasiness, for the new store will at least divide a business that is none too large for any one now.

A DEPARTMENT STORE TO GO INTO DRUGS.

This is not all. It is learned that the new Hengerer department store, to be established next spring on the site of the old Tift Hotel, is to include a very complete drug store, and it is also noted that a certain Albany druggist is now selling out with the supposed intention of taking charge of the store. So the native druggists of Buffalo have plenty of things to think of just now.

LICENSED BY THE BOARD.

At the last meeting of the western branch of the State Board of Pharmacy the following candidates were granted licenses: Pharmacists—Elmer B. Blight, of the Blight Pharmacy, Walden avenue, Buffalo; George H. Sprague, at the Riggs Pharmacy, Main street, Buffalo; John A. Woodside, formerly with Dr. Gregory in Buffalo, but now at the Simmons Pharmacy, Canandaigua; druggists—George F. Babcock, with Harvey & Maltby, Cattaraugus; W. L. Carlson, with Dr. Gregory, Buffalo.

There is a number of delinquent cases on the list of the branch board for the next meeting. People will still run drug stores without permits or without duly licensed clerks, just as though there was no law to the contrary.

WHO WILL BE THE NEXT PRESIDENT?

It occurs, as the year comes to a close, that Dr. W. G. Gregory, of Buffalo, is the logical candidate for president of the Board of Pharmacy next year, as he is the first vice-president. Other members say that his election is sure, but he has done nothing about it and does not propose to make any move in the line of candidacy, holding that his position is sufficient, as the precedent is well understood.

BUFFALO NEWS NOTES.

R. R. Baxter, lately connected with Dr. Gregory's drug store in Buffalo, is now with the McDonald drug store at Depew, N. Y.

The Buffalo Druggists' Bowling Club is complaining of light attendance at the Friday afternoon competitions. Somehow the older members are reporting that they are too busy to give up the time.

Howard Wade has opened a new drug store on Elmwood avenue, Buffalo, and will continue the one he has in Niagara

street. He has given the management of the new store to H. G. Stilwell, who has been connected with the Elite Pharmacy on Niagara street.

As a result of selling liquor during the Pan-American Exposition without license, Walker & Anthony, Buffalo druggists, have been fined \$500 by the State excise authorities. A number of other cases were brought with this one, some of which have been settled.

A very athletic burglar entered the drug store of Stoddart Bros. on Seneca street, Buffalo, on the night of the 6th, by climbing through a transom. A policeman found him inside and tried to capture him, but he seized a hammer, smashed a plate of glass in the cashier's department, knocked the policeman down and escaped. He had not had time to steal anything.

MASSACHUSETTS.

Boston Druggists Dine and Talk Shop and Other Things—A Druggist for School Committeeman—The T. Metcalf Company Open Their New Store—The Handsome and Commodious Establishment Described.

(From our Regular Correspondent.)

Boston, December 9.—The November meeting of the Boston Druggists' Association was held at Young's Hotel on the 24th inst. President Richardson occupied the chair, and the dinner was followed by a "Smoke Talk." The business affairs of the association were discussed at length, during which the investing of \$3,000 as a trust fund was considered. Joel S. Orne then read a paper, which gave an account of his apprenticeship days. A communication was read from S. A. D. Sheppard, Ph.G., who is now in Pinehurst, N. C., on account of impaired health. The association immediately sent Mr. Sheppard an expression of regret over his illness and absence, bespeaking his early recovery. Henry Thornton and Charles E. Harrington were elected to membership, and applications were received from Edward M. Almeida, of the Eastern Drug Company; William C. Maginnis, of Parke, Davis & Co.; Thomas H. Shea, of Minard's Liniment; Edward C. Wilson, of B. O. & G. C. Wilson, and Ralph P. Hoagland.

A DRUGGIST AS A CANDIDATE.

Frank F. Ernst, Ph.G., who was recently nominated by the Democrats for the School Committee, was graduated from the M. C. P., in the class of 1890. He is a native of Davenport, Iowa, having been born in 1869. Boston has been his home since he was ten years old. He has been in the drug business for 19 years. He is at present proprietor of three Jamaica Plain drug stores. He is a member of the A. Ph. A., of the M. S. P. A., and is a Mason. An East Boston druggist is also a candidate for the School Committee. This is James J. McVey, of McVey Bros., 336 Sumner street. He is the candidate of the Socialist party. Mr. McVey has been previously honored by nominations from his party. The convention which nominated Mr. McVey was presided over by Frederick S. Schmidt, Ph.G., M.D., Instructor in General Chemistry, M. C. P.

PUSHING THE PHENACETIN CAMPAIGN.

The State Board of Health is continuing the phenacetin campaign, and very recently Leslie Frye, who has a place of business on Portland street, and Stanley Donahue were charged with selling the drug adulterated. Frye answered the summons, but Donahue did not; when the case came to trial Frye was fined \$200; he appealed. A number of retailers were in court to act as Government witnesses. The board states that the adulterant in the various fictitious specimens was acetanilid. By the last monthly report of the board 42 samples of drugs out of 101 were found to vary from the legal standard. The samples adulterated were ether, aqua ammonia fort, aqua destillata, alcohol, capsicum, ferri et quinine, glycerinum, oleum limonis, opii pulvis, phenacetine, sodii boras, sulphur lotum, sulphur præcipitatum, syrupus and tinctura iodi.

THE T. METCALF COMPANY OPEN THEIR NEW STORE.

The members of the T. Metcalf Company were kept busy last Monday receiving their friends at the new store, erected on the old location, 39 Tremont street. President Davidson and his able lieutenants were recipients of many congratulations, which they richly deserved. It was the opening day, preparations for which had been going on for months. The new establishment is replete with modern conveniences. The

floor is laid in white mosaic, broken at intervals by a red cross, while the entire border is of the same design. The floor and shelf cases are of mahogany. On the left is the soda fountain, while on the right is a large case for perfumery and toilet articles. These occupy nearly one-half the length of the store, and beyond, on the right, is the 40-foot prescription counter, and on the left desks for book-keepers and accountants. Inclosed wall shelves extend from floor to ceiling for the varied articles, the upper half of which is reached from a gallery extending around the store. In the rear this is somewhat wider than on the sides, and contains a vault.

Several large cases occupy floor space between the side counters, and in the rear of these are two large mahogany settees. Beneath the counters and back of the prescription department are drawers for drugs in bottles and boxes. The extreme rear counter is for the wholesale department, and back of it are the stacks for chemicals and drugs.

The rear room contains more space than the front, and here, in an inclosed space are lockers for the employees, and over it on the mezzanine floor is the analytical laboratory. In the main room are four more stacks with 75 sections to a stack, which are used for storing drugs and pharmaceuticals. The floor space is also utilized for storage. Two laboratories are in the basement; the rear portion being used for manufacturing and the front division for bottling, labeling, etc. The lighting of the store requires about 100 incandescent lights, 50 of which depend from the ceiling in clusters of five, while the remaining 50 are arranged around the gallery, giving the store a brilliant appearance.

TALKED ABOUT.

The store of J. S. Bonney, Ph.G., of Lowell, was entered by burglars on the morning of December 1. The money drawer was demolished and \$5 stolen.

At a recent meeting of the Woman's Club of the M. C. P., the following officers were elected: President, Bertha Pinkham; vice-president, Agnes Wilbur; secretary, Helen Hoar, and treasurer, Alice A. Godfrey.

Jaynes & Co. have purchased the C. E. Woodward store, 129 Sumner street, and after the holidays will make extensive alterations. E. S. Kelley, Ph.G., formerly of Kelley & Durkee, will have charge of the prescription department.

Walter R. Ash, of last year's senior class, recently passed through this city on his way to Palm Beach, Fla., where he is to be employed by Doe & Gonya for about four months. During the balance of the year Mr. Ash is at the Bar Harbor, Maine, store of this same firm.

A handsome gold chain with charm was recently presented to President James J. McVey, of the Drug Clerks' Union, who is to retire from that office after serving several terms, in token of the members' appreciation of his services in building up the union.

The many friends of S. A. D. Sheppard, treasurer of the American Pharmaceutical Association and member of the Board of Trustees of the Pharmacopœial Convention, will regret to learn that he has been sent South by his physician. Mr. Sheppard suffered from an attack of neuritis some years ago, and the trouble recurred during the summer. His health improved so much, however, that he was able to attend the Mackinac meeting of the American Pharmaceutical Association, but since his return from that meeting his trouble has renewed itself in an aggravated form, and he is now in North Carolina, where, from the latest reports, the change of climate has produced decidedly favorable results.

Registered in Massachusetts.

During November the Massachusetts State Board of Pharmacy held three examinations. The successful candidates were: John H. Dorsey, Hyde Park; Clarence H. Holland, Clinton; Herbert R. Hutchinson, Somerville; Clifford J. Webster, Boston; Frederick B. Barham, Cambridge; Joseph E. Boyd, Boston; Alex. A. Petit, New Bedford; William H. Curtin, Salem; John J. Finegan, Gloucester, and Flynn R. Person, Leominster.

The board has just submitted its annual report to the Governor and Council. Comparing past years with present, it asserts that there has been a decided improvement in most parts of the commonwealth in conducting business according to legal requirements. The laws relating to pharmacy were well enforced, and there were 41 prosecutions resulting in 34 convictions. Twenty registered druggists died during the year and 92 new certificates were granted.

PENNSYLVANIA.

Rumors of Price Cutting—Retailers Appear Blameless—Favorable Reports From Baltimore—Suit to be Brought on Miles Plan—The Drug Trade Bowlers Get to Work.

(From our Regular Correspondent.)

Philadelphia, December 10.—Everything is not so harmonious as the surface appearance indicates. It is said that a well-known wholesale druggist has been accused of selling certain proprietary goods below the price agreed upon. While those who are in a position to know will not talk about the affair, it is rumored that this is the forerunner of a number of other exposures which will cause considerable discussion in the drug trade. It is said, however, that there is little, if any, fault to be found with the retail druggists who last April put up prices. With the exception of one or two instances, the prices have been well maintained; so much so that the officials of the local association, the P. A. R. D., contemplate making another advance. It is said that there is to be a meeting of the Executive Committee with several large retail dealers shortly after the first of the year in regard to increasing the schedule of prices that are now in force. If it is possible, the new schedule is to go into effect on or about January 15. Next year the retail druggists are to be carefully watched. The plan which has been adopted in New York is to be tried here, and when it is found that a retailer is selling under the agreed price he is to be cut off and no goods delivered to him. How great the advance will be has not yet been determined, but it is understood that it will be at least 10 per cent.

ORGANIZER KEISER SUCCESSFUL IN BALTIMORE.

Organizer Keiser, who has been in Baltimore getting the retailers in shape, was in this city last week. He was quite jubilant over the progress he had made, and he believes that it will not be long before all the retail stores in the large cities will be bound together by a common tie, and proprietary goods as well as all druggist specialties will be sold at a standard price. In commenting on the work done in Baltimore, he said that all the retail druggists had come into the association and adopted a plan by which proprietary prices were increased. Baltimore, he said, was one of the worst cities in the country. The city was overrun with cutters, but now this has all been changed. Out of six big cutters five have agreed to work with the other druggists, and it is believed that it will not be long before all will be working in harmony. There has already been a good increase in prices, and besides getting the druggists to put up their prices, those who have been using trading stamps have agreed to do away with them and to sell goods as provided for by the schedule.

ENFORCING THE DIRECT CONTRACT PLAN.

One druggist has been caught selling the goods of the Dr. Miles Medical Company below the price agreed upon, and suit is to be brought to compel this man to live up to his agreement. It was also learned that a recently opened store was doing likewise, but ceased to do so, it having received information that a representative of the company was in this city. For some weeks past C. M. Pletcher, who represents the Dr. Miles Medical Company, has been in this city investigating the various drug stores, and he said that he has found only a couple of cases where the agreement has not been lived up to. The Miles Medical Company have adopted the "direct contract" system, and for the violation of the agreement on the part of the retail druggist "he shall upon proof of such violation pay to the said Dr. Miles Medical Company the sum of \$48, as liquidated damages," it being impossible to ascertain the exact damages sustained by such violation. Suit is to be brought against one druggist to secure this sum.

A CORONER CONDEMNS PROMISCUOUS SALE OF LAUDANUM.

At the Coroner's inquest held on Frank Christy on November 27, who died from the effects of laudanum, Coroner Dugan at the hearing said: "Laudanum can be bought by the gallon at any drug store in this city by any person, without the formality of signing the poison book. The law does not require a sale of laudanum to be registered in the druggist's poison book, and if a sufficient quantity was kept to supply the demands you could sell a gallon to every applicant without any precaution. However, for your own safety I should advise you to register sales of this kind. It always pays to be on the safe side." This remark was made to Joseph Simon, a drug clerk, who sold the poison.

THE WHOLESALE DRUG TRADE BOWLING LEAGUE

is making quite a strike this year. When the season opened there was some lukewarmness displayed on the part of some of the houses, but now that the season is on in earnest and all the teams are playing good games, there is more interest being taken than ever before. The J. Elwood Lee Company at present heads the list. This team has not lost a game. The J. & J. team has also won all it has played, but it has only taken part in half as many as the Lee team. On December 19 these two teams play together, and already there has been considerable money wagered on the result. Both teams are playing gilt edge ball, and, if they maintain the same form, it will be a battle worth while witnessing.

PHILADELPHIA ITEMS.

Rudolph Wirth, of Fougere & Co., paid a flying visit to his customers.

Fred. Fenno, representing Wallace & Co., of New York, was in the city last week.

Mr. Clark, of the Paris Medical Company, has been in the city recently securing orders for his house.

M. W. Bowman has purchased the property adjoining his store at 1000 East Cheltenham avenue, Germantown, which he intends to alter and add to his present store.

Registered in Michigan.

The Michigan Board of Pharmacy held a meeting at Lansing on November 3 and 4. There were 61 applicants present for examination, 42 applying for registered pharmacist certificate and 19 for assistant papers. Twenty-one applicants received registered pharmacist papers and 16 assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists: Ray L. Arnold, Port Huron; R. B. Cawthorpe, Alpena; C. E. Chambers, Detroit; H. F. Claiburn, Sebewanig; H. E. Cobb, Brooklyn; H. L. French, Adrian; G. W. F. Hesse, Saginaw; John G. Hoyt, Bremus; William J. Knorr, Munising; Albert G. Knuth, Manistee; M. C. Landon, Caro; Harvey Lichtenwalner, Battle Creek; H. H. McClintic, Carson City; Earl C. Macy, Durand; Paul J. Miller, Lapeer; A. R. Russell, Clare; F. J. Norton, Rockford; W. Ross Turner, Clifford; Isaac W. Ware, Alpena; John H. Wessel, Monroe; Arthur Royce, Kalamazoo.

Assistant Pharmacists: H. M. Arndt, Marion; Claude E. Brown, Saranac; Carl I. Campbell, Grand Rapids; Thomas H. Cooper, Port Huron; William D. Crandal, Jackson; B. L. Curtis, Elsie; O. B. Harper, Detroit; William H. Lanway, Clifford; E. H. Lemire, Charrell; William H. McOmber, Grand Rapids; E. S. Miller, Port Huron; George H. Moore, Caro; John A. Morrison, Cass City; Charles Shullis, Brooklyn; D. O. Van Wyck, Grand Rapids; A. T. Wilson, Imlay City.

All the members of the board were present at the meeting. The next meeting of the board will be held at Detroit on January 5 and 6, 1904. Application blanks may be obtained from the secretary, John D. Muir, of Grand Rapids.

Daniel Myers Not Guilty.

In the New York General Sessions, on December 11, the jury in the trial of Daniel Myers, of the Benton-Myer Drug Company, Cleveland, formerly president of the delinquent Manhattan Fire Insurance Company, who was charged with the larceny of \$39,390 from the company, returned a verdict of "not guilty."

Mr. Warren's Successor.

Much interest is being taken in the probable outcome of the annual meeting of the Board of Directors of Parke, Davis & Co., to be held January 12. At this meeting a general manager will be elected to succeed the late W. M. Warren, whose death was noted in our last issue. The choice of the board will likely fall on a Western man, though several names are under discussion.

C. Lewis Diehl Retires.

C. Lewis Diehl, the reporter on the progress of pharmacy of the American Pharmaceutical Association, who for 30 years has conducted a drug store in Louisville, has decided to retire from business and devote himself to chemical and pharmaceutical research work. His business has been purchased by the Treber Drug Company, the head of which, Fred. W. Treber, has been associated with Mr. Diehl for a number of years.

OHIO.

Ohio Valley Druggists' Association Shows Considerable Activity—Measures of Importance Acted Upon—Preparing for the Meeting of the State Association—Pass List of the Ohio Board.

(From our Regular Correspondent.)

Cincinnati, December 3.—A large and enthusiastic attendance of members marked the annual meeting of the Ohio Valley Druggists' Association, which was held at Odd Fellows' Hall, on Tuesday, November 24. The main features of the meeting were the report of the delegation to the N. A. R. D. convention in Washington, the election of officers and the passing upon measures which when put in operation will be of the greatest importance to the retail trade of this State. The following officers were elected: President, A. O. Zwick; secretary, Henry Waltermann; treasurer, Louis Holzauer, and the following members of the Board of Control: J. F. Kutchbauch, Emil Zorn, J. H. Linneman, Carl Plath, Otto Groenland, H. E. Knemoeller and Theo. D. Wetterstroem. The association is seemingly in a prosperous condition.

PREPARING FOR THE STATE MEETING.

Arrangements are already under way to entertain the visiting druggists and members of the O. S. P. A. on a grand scale at its annual convention in this city next June. A committee, composed of the above members of the Board of Control of the O. V. D. A. and the following well-known druggists, Alfred De Lang, Edward Voss, Julius Greyer and Frank Freericks, have the entire matter in charge. A sub-committee will arrange for two euvres and dance to be given this winter similar to the one given last year by the O. V. D. A., which was so heartily enjoyed by every one who attended.

PASS LIST OF THE OHIO BOARD.

The following were granted certificates at the November meeting of the Ohio State Board of Pharmacy, being the pass list of the Columbus examination:

Registered Pharmacists.—Herman F. Rauch, Mansfield; Herbert L. French, Adrian, Mich.; Thomas T. Cusick, Crooksville; Alonzo L. Loper, Ada; Frank E. Meck, Ada; Tiffin C. Rogers, Greenville; Patrick Thomas Fitzgerald, Wooster; Lawrence F. Fischer, Mt. Auburn, Cincinnati; William E. McLean, Athens; Carmi S. Cunningham, Goshen; Charles E. Bixler, Wooster; Herbert C. McKim, Burlington, Ky.; Samuel M. Walter, Bellevue; Frank Bauer, Fred. S. Kotte, Fred. C. Richards, Sister M. Raymond Finn, Andrew G. Einspanier and Augustus A. Williams, Cincinnati; Perry E. Miner, Steubenville; Arthur B. Mapes, Evansport; John F. Littleton, Bantam; John E. Maley, Lockland; Schuyler E. Lawrence, Toledo; John C. Wolfe, Zanesville; A. J. Bucklew, Bryan; Arthur C. Walters, Lancaster; Edgar F. Sheeran, New Lexington; Ellis E. Matthews, La Rue; Frederick J. Cermak, Charl A. Seibel, George A. Stretch, James Bates and Josiah Jephson, jr., Cleveland; John H. Ratje, Carthage; George W. Deltrich, Orrville; Archibald H. Dickerson, Xenia; John E. Rapp, Portsmouth; Benjamin L. Kindel and Albert G. Beuersdrfer, Celina; Stanley B. Crosson, Columbus.

Registered Assistant Pharmacists.—Frank Herron, Zanesville; Flora E. Schmauser, Chillicothe; Louis W. Sauer, Thomas H. Williams, Alfred J. Hodder, Edwin G. Hegeman and Wade H. Barnes, Cincinnati; Clifford M. Liggett, Cardington; Clarence E. Stump, Zanesville; Earl R. Haverfield, B. E. Hurt, Ed. O. Rauchfleisch, Sigmond Grossman, Earl D. Coup, Gilbert Crawford, Cleveland; Jacob Loertscher, Toledo; Thomas H. Dexter, Conneaut; John M. Hageman, Marion; Fred. H. Simmermon, Felicity; Charles W. Reeg, Portsmouth; Howard H. Gillard, Milford; Ira C. Wade, Tiffin; William L. Mason, Scio; Allion V. McComb, Montpelier; Edward P. Haines, Elmore.

The Cincinnati Section of the American Chemical Society will be treated to a lecture at its next meeting by Prof. L. T. More, of the University, on radium. A cordial welcome is extended to all druggists and interested friends to attend this meeting, which will be at the University, Wednesday evening, December 16, at 8 o'clock.

The Reakirt Drug Company, formerly the J. & C. Reakirt Drug Company, will shortly move to their new quarters, 237 Main street. The building is four stories high, and will afford greater space for their stock of chemicals and drugs.

ILLINOIS.

The Chicago Drug Trade Club to Build—To Create a Drug Center—New Officers Elected—The Cocaine War Goes On—Druggists Inspect Telephone Tunnel—A New Way of Swindling Druggists—Shorter Hours by Law.

(From our Regular Correspondent.)

Chicago, December 7.—The Chicago Drug Trade Club has decided unanimously to take action toward securing a commodious home. Steps were taken at the annual meeting December 3, which will probably result in the building of the proposed structure. The building is to be at Franklin and Washington streets, and will be eight stories high. The real estate firm of Walter H. Wilson & Co. have offered to put up the structure provided the club will guarantee tenants for ten years. The members started in at once to do so, and feel certain that they will succeed. It is the intention to make the building the center for the wholesale drug and all allied trades. It is in the heart of the district, where many of these concerns are now located. As it would be greatly to the advantage of all concerned to be within easy reach of one another, it is believed it will not be difficult to carry out the plan. The entire eighth floor will be fitted up as the permanent home of the Drug Trade Club, and will thus give the organization more than four times the space it now occupies. The committee in charge of the club's management consists of E. D. Kenfield, chairman, George P. Englehard, Charles Matthews, Joseph W. Morrison and M. L. Barrett.

The election of officers for the ensuing year took place at the annual dinner, and resulted as follows: President, C. P. Van Schaack; first vice-president, E. A. Vosburgh; second vice-president, E. D. Kenfield; secretary, Harold Sorby; treasurer, B. T. Van Allen.

MORE COCAINE LAW PROSECUTIONS.

The cocaine warfare goes on merrily. Sundry attacks on the State Board have been made recently, and affairs came to a climax last week with the arrest of President Bodemann on a warrant sworn out by Joseph Bernauer, of North avenue. Bernauer charges Mr. Bodemann with attacking him, but Mr. Bodemann says he never saw the man in his life, except in Court, when a case was being tried. He charges that Bernauer has not registered since 1885.

VETERAN DRUGGISTS UNDER GROUND.

The last quarterly meeting of the Veteran Druggists' Association, which took place November 20, was unique even for this organization. After the regular meeting and dinner at the Union Restaurant the veterans took a trip through the tunnels of the Illinois Telephone Company. The company extended the invitation through Commissioner of Public Works Blocki, who is a son of J. Blocki, one of the veterans. The party which took the trip consisted also of friends and guests of the old timers, together with the Executive Board of the C. R. D. A. The company have 18 miles of borings 40 feet under the streets of Chicago, and the party traveled over about 3 miles of the tunnels. The party was then taken to the central office, where there is a novel switchboard which is operated without the assistance of "hello" girls. The veterans expressed surprise at the magnitude of the new company's operations. The new 'phones, by the way, are proving a success in the downtown district, where they have been on trial for two months. Any one can call up any number he pleases without giving the number to central.

A NOVEL SWINDLING SCHEME.

M. U. Masor, who has a store at 785 West Madison street, is one of the druggists who have been victimized recently by a novel swindling scheme. The operator of this swindle calls up a druggist, and gives the name of one of the storekeeper's best customers. He gives an order over the telephone for \$2 or \$3 worth of drugs and sundries, and tells the druggist to send a messenger to his house with the articles as quick as possible, as he cannot wait a minute. As the correct number of the customer is given the druggist is thrown off his guard and suspects nothing when he is told that a \$20 bill is the smallest bit of money in the house, and that it will be necessary for the messenger to bring the change with him. The druggist wraps up the articles in great haste, and sends them by the messenger, together with change for \$20. At the house the messenger is met by a man who rushes out of the door, without his coat and hat, and berates him for being so slow. The man grabs the bundles, shouts "gim'me the change quick," and rushes into the house, to be seen no more. He picks up his coat and hat in



CORNELIUS P. VAN SCHAACK,

The New President of the Chicago Drug Trade Club.

Cornelius P. Van Schaack has been elected president of the Chicago Drug Trade Club, and will lend his energy and executive ability to the task of building up the Club. Mr. Van Schaack began his training for the drug trade early, and at the age of 16 went to Europe to study pharmaceutical chemistry. He was registered as a pharmacist by examination by the Illinois State Board of Pharmacy, and has a high reputation in business circles generally and in the drug trade in particular.

the vestibule and slips out of the back door, sometimes leaving the packages behind him. It is one of the smoothest swindles which have been operated recently on Chicago druggists, and several have been caught.

DRUG CLERKS AGITATE FOR SHORTER HOURS.

An ordinance to regulate the hours of work of drug clerks has been introduced into the City Council, and has caused a great deal of talk. It has been referred to a committee, and the druggists say they feel certain they can defeat it. The ordinance contains the following provisions:

SECTION 1. As a measure for the protection of the public health it shall be unlawful for any employing druggist within the limits of the city of Chicago to require of any registered drug clerk a greater number of hours of labor than sixty (60) hours in each week. Ten (10) consecutive hours shall constitute a day's work.

Sec. 2. All ordinances and parts of ordinances in conflict with this ordinance are hereby repealed.

Sec. 3. Any person violating any of the provisions of this ordinance shall be deemed guilty of a misdemeanor, and shall be punished by a fine of not less than \$25 and not more than \$200, or by imprisonment not exceeding ninety days, or by both fine and imprisonment.

ORGANIZING FOR C. R. D. A.

Matthew White has begun active work as an organizer for the C. R. D. A. Mr. White has been prominent in the affairs of Englewood and the Thirty-first Ward for several years, and is believed to have the qualities which will bring him success in his chosen field.

CHICAGO NOTES.

The Stayrt Drug Company, capital \$30,000, have been incorporated to do business in Chicago.

Charles Gleeson, of Fitzsimmons & Gleeson, New York, is making the rounds of his Chicago customers.

Richard Johnson, representing Merck & Co., who comes this way once a month, paid us another visit last week.

William A. Dyche, formerly president of the Illinois State Board of Pharmacy, has been elected business manager of Northwestern University.

A. A. Taylor, as receiver, has been put in charge of R. C. Frercksen's store, at 1201 West North avenue. Federal Court proceedings were instituted by wholesale houses.

James E. Bartlett, manager of the Chicago house of Parke, Davis & Co., has just returned from a trip to New Orleans, Memphis and other Southern cities.

Shepard & Andrews, Thirty-third and State streets, have been succeeded by Jesse I. Cozine.

Robert Heller, who was formerly a clerk in Leo Forge's store, has bought J. Roth's pharmacy, at 361 Blue Island avenue.

Otto Pelikan, a druggist at 570 Blue Island avenue, Chicago, was gagged and bound to his bed by four thieves November 21. The men then went through the place. They took \$80, a watch and cigars.

K. B. Cleminson, of Hornick, Hess & Moore, Sioux City, Iowa, has been buying goods in Chicago in company with his friend, Frank L. E. Gauss, of Searle & Hereth. Both were formerly with Peter Van Schaack & Son.

WESTERN NEWS NOTES.

C. M. Griswold has opened a store at Winnetka.

Abe A. Jackola has opened a new store at Calumet, Mich.

C. A. Hawkins has secured control of the stock of Wold & Co., at Hillsboro, N. D.

The Waldorf Pharmacy, at Fargo, N. D., has been sold to S. H. Brownlee, of Hudson, Wis.

The stock of the Ellsworth Drug Company, Eldora, Iowa, has been sold to Jay M. Wilson.

Fire, which started in the basement of Carmack's drug store at Plattsburg, Mo., November 22, did damage amounting to \$100,000.

There has been much agitation in Iowa and Kansas recently in regard to illegal sales of liquor by druggists. Five Charles City (Iowa) druggists were indicted, and pleaded guilty. Each was fined \$300 and costs.

Registered in Illinois.

At the examination held by the Illinois State Board of Pharmacy in Chicago, November 17-19, the following passed, and were granted certificates:

Registered Pharmacists: C. B. Black, R. F. Bogue, O. O. Brownmark, J. G. Butler, V. Cwiklinski, E. J. Danek, M. H. Fleishman, T. Gessner, W. H. Gladville, Jr., M. Gold, H. B. Honens, L. A. Johnson, A. Kogan, F. V. Koepke, J. W. Knight, W. Lyon, B. J. Lagona, H. W. Mordhurst, W. MacAllister, R. R. Rains, J. Reisman, J. X. Rivard, J. A. Scott, C. A. Ullman, all of Chicago; A. W. Armstrong, Dwight; B. Barrett, Fulton; L. E. Conway, Bement; J. A. Decker, Macomb; H. J. Eckert, East St. Louis; F. A. Milne, Cairo; A. F. E. Otto, Peoria; W. A. Sprinkel, Springfield; C. J. Strate, Rock Island; C. W. Wagner, McLean, and C. F. Walker, Chicago Heights.

Assistants: H. W. Anderson, P. D. Atkinson, A. A. Berger, W. E. Cody, P. E. Coffee, F. J. Dubsky, S. McF. Farrar, M. M. Gordon, Otto Groer, J. D. Halpert, J. T. Holvay, L. G. Jacobs, W. Kuehn, T. L. Larson, E. A. Lukasek, G. H. Mitchell, E. Michael, W. S. Mollet, S. Morris, F. W. Patton, D. J. E. Pyne, G. Sandstrom, C. A. Saniewicz, W. C. Schulze, T. I. Scheips, A. F. Stahl, H. Stulik, C. C. Walker, L. G. Wehrle, G. E. White, all of Chicago; C. Dykstra, Downer's Grove; F. H. Eberley, Sterling; A. E. Gulick, Champaign; A. E. Gerhardt, Springfield; A. C. Kassel, Jacksonville; C. F. Koehler, Kankakee; R. C. Metzger, Cairo; W. H. Smith, Elgin, and T. J. Wylie, Tampico.

The next examination will be held in Room 3, State House, Springfield, on January 12, 1904, at 9 a.m. The one following at 146 East Thirty-ninth street, Chicago, on February 16, 1904, at 9 a.m.

The following instructions to applicants for examination were adopted by the board on April 15, 1903:

"All applications, affidavits and other documents pertaining thereto, must be on file in the secretary's office, Springfield, Ill., at least five days before the examination for which application is made. Any such papers received less than five days before the date of any given examination will not be considered until the next following meeting of the board.

"If an application is in any way questionable, or if the board desires more information, the applicant will be notified to appear before it at its business meeting on the day before the examination, when his case will receive due consideration. Under no circumstances will any such case be considered on the day of examination.

"All must be present, on the day of examination, at roll call, 9 a.m. After the roll has been called the doors will be locked. Any one detained by circumstances beyond his control, such as a railway accident, will have the privilege of presenting his case to the board at a special meeting to be held immediately after roll call. Failure of any employer, or fellow clerk, to relieve on time will not be considered as a valid excuse.

"Any candidate having failed, and desiring to take another examination, must so notify the secretary at least five days before said examination, otherwise he will not be admitted."

Address all communications to L. T. Hoy, secretary, Springfield, Ill.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots.
The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, December 12, 1903.

BUSINESS has been dull since our last, current trading being restricted to such quantities as are needed for immediate requirements. The policy of dealers is apparently to refrain from adding unnecessarily to their stock assortments at this time. Seasonable articles are, of course, in good demand, the general line of holiday goods moving very satisfactorily, but the inquiry for stock comes in a slow and indifferent manner, the near approach of the end of the year and stock taking time, together with the market weakness, serving to prompt caution on the part of prospective buyers. In contrast with the general sluggishness of trade, the market is characterized by a strong undertone, the statistical position of supplies being such as to encourage holders in maintaining prices, though some interest has been imparted to a rather dull market by the announcement of a few important price changes. The advance in the price of refined camphor occasioned little comment, since it had been expected for some time, owing to the strong position of the crude gum; but the upward tendency of peppermint oil is not so easily explained. The decline in the price of cocaine is properly attributed to a corresponding weakness in the foreign markets, while opium has dropped a notch or two, owing to the efforts of holders to increase the trade volume, in view of a prolonged absence of demand. Alcohol has been advanced by the combination of producers, and nitrate of silver is lower, in sympathy with the metal. The principal changes of the period under review are noted in the subjoined table:

HIGHER.	LOWER.
Alcohol,	Opium,
Camphor,	Cocaine hydrochloride,
Peppermint oil,	Menthol,
Balsam fir, Canada,	Cassia oil,
Anise oil,	Formaldehyde,
Spearmint oil,	Silver nitrate,
Citronella oil,	Ergot,
Wormseed oil,	Bergamot oil,
Camphor oil,	Celery seed,
Cacao butter,	Colchicum seed,
Sassafras bark,	Manna,
Bloodroot,	Juniper berries,
Kava-kava root,	Ipecac root,
Hydrangea root,	Aconite root,
Sodium nitrate,	Cotton root bark,
Potassium chlorate,	Sarsaparilla root,
Cantharides, Chinese,	Balm of Gilead buds,
Fenugreek seed.	Soap bark,
	Crude brimstone,
	Cascara sagrada.

DRUGS.

Alcohol is firmer and higher, the trust producers having advanced their quotations to \$2.46 to \$2.48, as to quantity, gross.

Aloin is rather quiet at the moment, but prices are maintained with firmness at 36c to 38c, in view of the strong position of the basic material.

Arnica flowers continue in good jobbing demand, and quotations are maintained at the range of 9c to 10c, as to quality and quantity.

Balm of Gilead buds are given very little consideration, and this lack of demand coupled with recent stock accessions has influenced a decline to 40c.

Balsam copaiba is passing out actively into consuming channels at unchanged prices, the range for Central American agency to realize below \$1.07½ to \$1.10.

Balsam fir, Canada, is firmer and higher owing to scarcity, the small available supply being held at \$3.25 to \$3.60, this price representing an advance of 10c over previous quotations.

Balsam Peru remains quiet, but there is seemingly no urgency to realize below \$1.07½ to \$1.70.

Balsam tolu is held and selling in a small way at 28c to 28c, which represents the popular jobbing quotation.

Barks.—Angostura is extremely scarce, but there is no demand to speak of, and quotations are stationary at 30c to 35c, as to quality and quantity. Cascara sagrada has fluctuated slightly since our last, having marked a fractional advance shortly after we went to press with the previous issue, but recent arrivals of new stock have served to ease the market, and sales have been made during the interval at 14c, and even a shade under. Elm, select in bundles, is scarce, and wanted with 35c now quoted. Sassafras has developed increased firmness, and quotations show an appreciation to 7c, the inside price for quantity. Soap is easier in the face of new stock arrivals, and whole offers at 5¼c to 5½c.

Burgundy pitch is in small stock and firmer, though there is little inquiry at the moment, and sales are unimportant at 2¾c to 3c.

Cacao butter is held with more firmness, in view of the advancing tendency abroad, recent sales of bulk being at 28c to 28½c, while 33c to 34c is named for the leading brand in 12-lb. boxes.

Caffeine is irregular and unsettled, and quotations vary from \$2.50 to \$2.65, as to quantity.

Cantharides, Chinese, show more activity and prices are fractionally higher, the revised quotations being 38c to 40c, as to quantity.

Cocaine has further declined in the interval, the revised quotation from manufacturers showing a reduction of 25c per oz., \$3.50 to \$3.75 being now named, as to quantity. The decline is attributed to the prevailing weakness in foreign markets.

Codliver oil continues scarce and wanted. Only a hand to mouth business is reported at the present wide range of \$115.00 to \$145.00 for Norwegian, as to brand, quantity and seller. A note on another page having reference to some developments growing out of the present scarcity of oil will attract the interested attention of dealers.

Cubeb berries show increased firmness and several large transactions were reported before the close at 7¼c to 8c, though 8c is now an inside quotation, with up to 9c named for sifted and stemless. Powdered is firmly maintained at 10c to 13c, as to quality and quantity.

Cuttlefish bone is held and selling in a small way at 15c for prime Trieste.

Ergot, notwithstanding increased firmness in London, has offered here during the past week with considerable freedom, and our quotations show a decline to 37c, while some dealers are naming 36c to 38c.

Formaldehyde reflects the influence of competition from a new maker, who has cut the price to 13c and caused a general reduction to 13½c to 14c for 40 per cent., as to quantity and seller.

Juniper berries, of the new crop, are now on the market, and stock generally is offered with more freedom at a slight decline from prices, or, say, 2¼c to 2½c, as to quantity.

Lycopodium has eased off a trifle in the interval, recent arrivals having caused a slightly easier feeling, and 56¼c is now named for unlabeled. Pollitz is scarce and held at 57c to 57½c.

Manna, small flake, reflects the influence of competition among holders and is weak and unsettled at 32c to 34c; large flake is in light supply and held with more firmness.

Menthol is irregular and unsettled and business has been done during the interval down to \$5.25, though some holders decline to shade \$5.35, and \$5.40 is wanted by others. The low inside figure is not openly quoted.

Opium has shown an easier tendency since our last, and quotations have again been reduced. Importers are now willing to accept \$2.97½ to \$3.00 for original packages, but the concession does not appear to have had any stimulating effect upon trade, and the tone of the market remains easy in spite of stronger advices from primary sources. Some business is reported in broken lots at \$3.02½ to \$3.05, and \$3.55 to \$3.65 is now named for powdered, which is selling in a small jobbing way at this range. The demand is of a hesitating character, prospective buyers apparently holding off in anticipation of a further reduction.

Quinine has developed no new features of interest since our last. The jobbing movement is limited in character and the consuming demand light, but manufacturers' prices are firmly maintained on the basis of 25c for bulk in 100-oz. tins. While the statistical position of the article is regarded as favorable to higher prices, the impression seems to prevail that a change toward a lower range would be more likely to happen, all factors being taken into consideration.

Saffron, American, is firmer, owing to slight scarcity, and several large parcels have changed hands during the interval at 45c. An early advance is among the probabilities. Spanish shows an upward tendency in sympathy with reports from Valencia; sales at \$8.00 to \$9.00.

Saw palmetto berries are offered more freely, and it is intimated in some quarters that 8c could be shaded on a firm bid.

Vanillin is firmer, but not quotably higher, the ruling prices being 55c to 65c, as to quantity.

Wax, bees', is held with more firmness in consequence of the advancing tendency at producing points, and the sales of ordinary pure and selected during the interval were at 30c to 31c and 32c and 33c, respectively.

CHEMICALS.

Acetic acid prices show no change and the market is steady with most of next year's contracts already placed.

Alum is maintained with considerable firmness, though prices show no change from 1.75c to 1.80c for lump, 1.85c to 1.90c for ground, and 3c and up for powdered.

Arsenic, white, is firmer, with English on the spot held at 3¼c to 3½c.

Bleaching powder is quoted by the General Chemical Company at 1.20c for English and 1.15c for German for next year's contracts, while others adhere to the old quotation of 1.25c.

Blue vitriol remains quiet and quotations show a revision to the lower range of 4¼c to 5¼c, as to quantity.

Brimstone, crude, is in better supply and easier at \$22.50 to \$22.75.

Chlorate of potash, powdered, is firmer and generally higher, the appreciation being of a temporary nature caused by the recent destruction by fire of some 800 kegs. The previous range of 7¼c to 7½c is still named for stock ordered for future delivery.

Citric acid is held at lower prices, some dealers cutting the contract price of 32c to 32½c, as to quantity, ¼c to 1c under these figures being named in instances.

Cream of tartar is well sustained and selling freely at 24½c to 25c, as to quantity and holder.

Nitrate of silver prices have been lowered by the manufacturers to the range of 30c to 39¼c, as to quantity in sympathy with a decline in the value of metal.

Nitrate of soda is firmer, owing to temporary scarcity, and \$2.25 appears to be the lowest open quotations for spot goods; to arrive quoted \$2.07½ to \$2.10.

Prussiate of potash, yellow, is under better control, and 15c is now generally named.

Tannic acid shows an advancing tendency, but previous quotations are still named, commercial being held at 30c to 35c, and crystals at 50c to 55c, as to quantity.

ESSENTIAL OILS.

Anise is firmer, and the spot quotation has been marked up to \$1.12½. China cables show an advance in primary markets to 4s. 4d. to 4s. 6d., and the London quotation has been marked

up to 4s. 9d. Conditions at primary sources of supply do not appear to warrant any advance at this time.

Bergamot is finding a moderate jobbing outlet, but prices show a decline to \$1.75 to \$1.95, owing to some pressure to realize on old stock before the arrival of new crop oil.

Camphor has developed considerable strength in consequence of scarcity coupled with increased demand. After several large sales at 8¼c, the market at the close advanced to 9c to 9¼c.

Cassia has weakened a trifle in the interval, and business has been done at 72¼c to 75c for 75 and 80 per cent. grades.

Citronella shows a stronger tendency, and strictly prime quality is now held at 23c and 23¼c to 24c for drums and cans, respectively.

Coriander is notably firmer as a result of adverse crop reports affecting the seed. A somewhat extreme range of values prevails, sales making in some instances at \$5.25 to \$5.50, while \$6.50 to \$6.75 is quoted in other quarters.

Lavender, oil of the flowers, is offered with some reserve on account of scarcity of the raw material; \$1.25 is the general asking price.

Peppermint has developed increased firmness, and no prime quality is now obtainable at under \$2.65, with up to \$2.75 named for bulk; H. G. H. has been advanced to \$3.25.

Sassafras maintains its firm position, and the sales of natural during the interval have been at 45c to 52¼c, and of artificial at 29c to 30c.

Spearmint shows no action of any consequence, but the price is maintained at \$4.00 to \$4.25, as to quantity and holder.

Wintergreen, natural, is scarce and firm, most holders now quoting \$2.00 to \$2.20; synthetic is also held with firmness at 38c to 40c.

Wormseed is firmer, owing to scarcity, and quotations have been advanced to \$1.50 to \$1.60, as to quantity and seller.

Wormwood is in more liberal receipt, and sales are making at \$2.25 to \$3.30, as to quantity.

GUMS.

Druggists' gums of nearly all descriptions continue in fairly active demand, and the market generally is characterized by firmness. Aside, however, from an advance of 1c per lb. in the price of camphor no developments of special interest are to be noted.

ROOTS.

Aconite offers more freely, owing to numerous recent arrivals; quoted 9c to 10c.

Blood is firmer, owing to scarcity, and recent sales were at 16c. No new crop can make its appearance until spring.

Dandelion, German, is in better supply and values are easier at 9¼c to 10c.

Elecampane is not over plentiful, but prices show no marked advance, 5¼c being named at producing points.

Kava-kava is in light supply and held with marked firmness at the range of 12c to 15c.

Golden seal is meeting with a fair inquiry, and sales are reported at 75c.

Hydrangea is scarce and holders are firmer in their views at 5¼c.

Ipecac is quiet and easier to the extent that quotations have been reduced to \$1.35 to \$1.45 for Rio; Carthagena held at \$1.15 to \$1.20.

Mandrake continues in limited supply and nothing is now openly quoted below 11c.

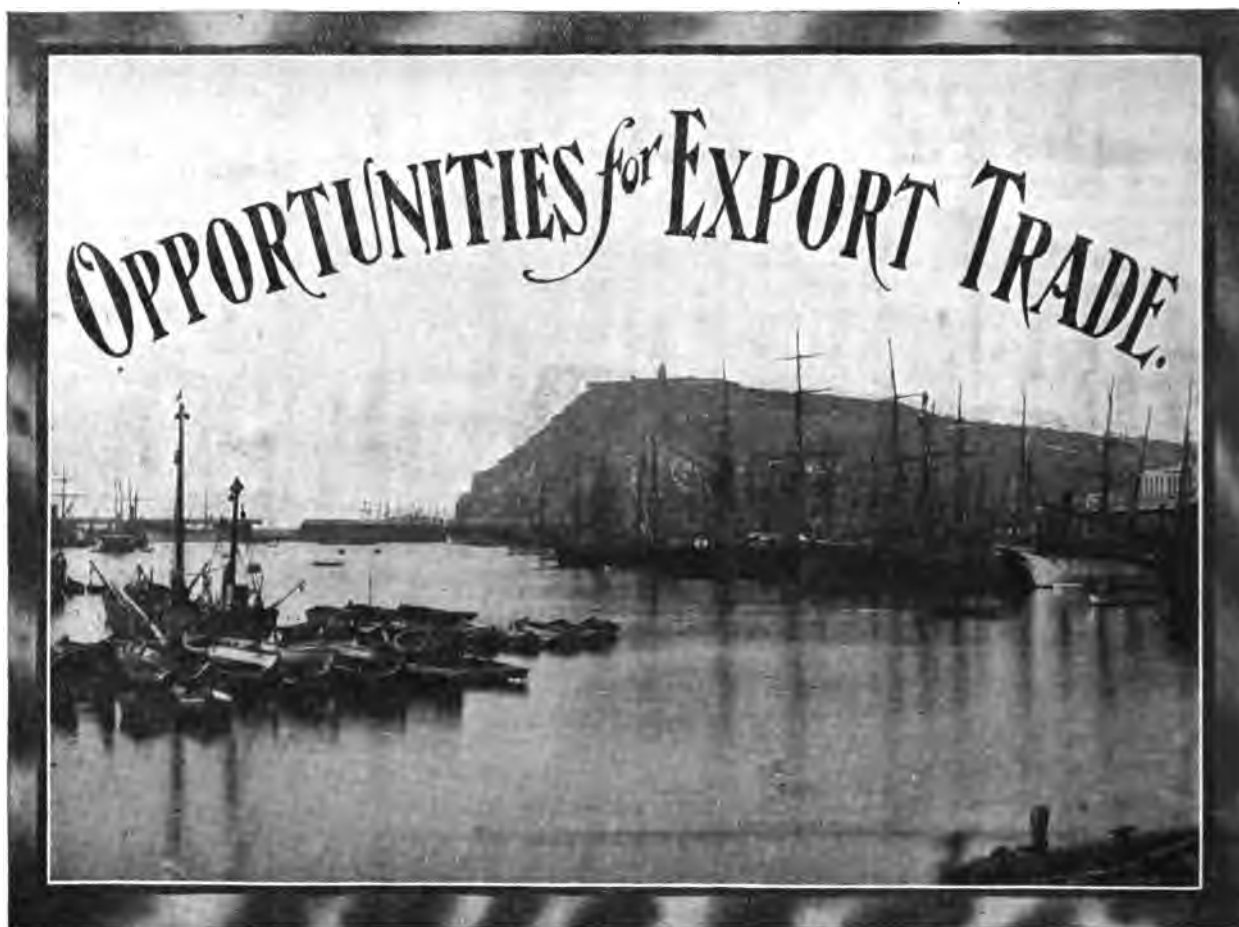
Sarsaparilla, Mexican, is easier under the influence of more liberal supplies and competition among dealers; quoted, 11c to 12c.

SEEDS.

Colchicum has developed an easier feeling and recent sales were at 40c to 45c.

Coriander is advancing in the primary markets, owing to scarcity, and values here are well sustained at 3¼c to 3½c for natural and 3¼c to 4c for bleached, as to quantity.

Fenugreek is held with more firmness, owing to scarcity, the quotation at the close being at 2¼c to 2½c.



The Port of Barcelona.

[Written for the American Druggist.]

THE DRUG TRADE IN BARCELONA.

BY CARLOS MOYSI,
Barcelona, Spain.

BARCELONA is probably the most enterprising seaport on the Spanish coast, and through its commerce is in touch with all parts of the world. This city is the seat of the most important factories in Spain for the manufacture of textile fabrics generally, and these factories are large consumers of dye stuffs and chemicals, nearly all of which are imported from various foreign countries, Germany furnishing the larger share.

I believe that the United States, with all the wonderful productive force which that great country has, has a right to and should secure a very considerable share of this business. To do so, however, the merchants of the United States must adopt to a certain extent at least those methods which have proven so successful among German manufacturers—namely, establish branch houses and carry stocks of their goods for prompt delivery. In view of the excellence of the products of the German houses and of their carrying their goods in stock on the spot, it would be difficult for the American manufacturer to successfully compete with them without also having his goods as easily accessible as are the German goods.

That the trade is well worth having, and is growing rapidly, is shown by the fact that during 1900 there were imported into the kingdom of Spain drugs and chemicals amounting to \$10,905,731 in value. In 1901 the value of these imports rose to \$11,618,644, and in 1902 showed the very large increase to \$13,274,894.

Barcelona is an attractive city both in an architectural and a social aspect. It is the seat of a large university dating back to the Middle Ages, and which has a very high standing in the field of letters. Its merchants bear an excellent reputation, and several of the houses dealing in drugs and chemicals conduct very large establishments, among the more notable of which are the houses of Vicente Ferrer & Co. and Hijos Jose Vidal y Ribas.

[Written for the American Druggist.]

PHARMACY IN BRITISH INDIA.

BY FREDERIC S. MASON.

Member of the Pharmaceutical Society of Great Britain.

THE "Medical Halls," as drug stores are called in British India, are generally the property of native physicians, whose brothers or relatives usually act as compounders or dispensers. The business is generally almost entirely dependent on the practice of the physician, who gives his consultations in or behind the drug store. This custom the Indians have inherited from the canny Scotch doctors in the last century, who established Medical Halls in the large cities, and the consequence of this system is, that Medical Halls are about as common as saloons on the Bowery.

Occasionally some bright graduate in medicine from an Indian university may have been able to create a large connection; but at his death or removal, the business usually falls off, but the Medical Hall still remains, and dismal sights these relics are; the windows black and grimy, the stock bottles coated with dirt, and the slime of 20 or 30 years only hidden by the accumulation of dust and mildew.

NATIVES LARGE CONSUMERS OF DRUGS.

Withal the educated and well to do natives in the larger towns are enormous consumers of drugs, and spend quite a large proportion of their earnings in physicking themselves, but it must not be supposed that the drug habit has permeated the 300,000,000 of inhabitants of Burmah and Hindustan. There are some six or seven European druggists scattered about the country, who do a fair and remunerative but diminishing business with the European officials and military, but the vast majority of drugs sold and prescriptions filled by the native druggists are handled either at cost or at a mere fraction over cost, where they are not actually thrown in with medical advice.

CHEAP PRICES PREVAIL.

There is no great distinction made between the wholesale and retail business in India. The price of one bottle of a popu-

lar proprietary medicine is often the same as the rate charged in gross or even 10-gross lots. This will be understood to some extent when we know that the expenses of carrying on business are small. The help consists generally of the male members of the family, and as an ordinary Hindoo or Mohammedan family eat little else but rice, 4 to 6 cents per day is rather an extravagant estimate of the actual cost of living *per capita*, in even well to do families. A wealthy pharmacist may spend a considerable amount at marriage feasts (sometimes even thousands of dollars), or on the funeral rites of his father; he will indulge in a variety of legitimate or illegitimate female companions, and he will also spend a considerable amount on oil for anointing the body and greasing his hair. But he will spend but little on his table or on his medicines, except for oils for anointing the body. In the United States large sums are spent on advertising pills, sarsaparillas, emulsions, etc., but our Hindoo advertiser knows better, and caters to the millions who will spend money for anointing the body and scenting the hair. These oils have, according to the advertisements, mar-

earlier or later than anticipated, and several lots arriving at the same time, some importers are unable to take up their drafts (for goods are only sold against payment of draft). The bunnias, or money lenders, not having been paid for old standing accounts, will not advance more money. The result is that some one or two of these merchants, in order not to dishonor their signatures, will sell goods at a loss of from 1 to 5 per cent., often the very goods they are importing, but of which they have still supplies in their go-downs or warehouses. This becomes known, and, therefore, the goods sold below cost make what is called the "market price," and in order that the buyer shall not get the reputation of being cheaper than his competitors, all of his competitors will foolishly sell at the same price, so that popular lines, such as carbolic acid, ammonia and proprietary articles which have a large sale, are sold at about cost price, or, at most, 1 or 2 per cent. over cost price.

LARGE STOCKS CARRIED IN GO-DOWNS.

It would astonish the druggists in this country to visit the



The Chandni Chawk, or Silver Market Street, in Delhi, India. The Cart Stands at the Door of a Native Pharmacy.

velous attributes, curing all sorts of aches and pains, and rendering the users eternally youthful and beautiful.

PROPRIETARIES SOLD BELOW COST!

Cost of living being so little, trade in drugs has become with Indian druggists of wealth almost a pastime, something like gambling in stocks, and from my 19 years' experience in the bazaars, I can truthfully say that I have never found any popular proprietary article sold at more than cost; generally they are sold below cost. My readers will think that this is a rather mad statement, and, therefore, it is necessary to explain a little further. The "market price," as it is called, depends, of course, upon the amount of stocks actually in the country, and the quantity of stocks held is a secret jealously guarded by each importer, so that one never knows the actual amount on hand. The idea of importing these non-profitable articles is that some day (and it probably occurs sometimes, but I never knew it) the market will be "short," and then the holders of stocks will be able to make a large profit. The season for the up-country buyers to visit the large centers, such as Calcutta, Bombay, Madras and Rangoon, is in the fall, and their purchases vary considerably, according to the crops, so that the wholesalers always lay in large supplies months ahead. We should call them bad business men, because what I am about to assert occurs over and over again. Suppose that some 40 or 50 wholesale drug merchants in Calcutta import several popular sellers. The goods may arrive a week or a month

vast go-downs owned by the big dealers who have miserable little dens which pass for drug stores, sometimes not over 6 feet square. These warehouses often contain from \$50,000 to \$100,000 of proprietary medicines and drugs. The indifference of these large buyers to profit or loss strikes one at first as most extraordinary, but it is due to the gambling instinct and the conditions of severe competition which I have explained.

MARKET CONDITIONS IN CALCUTTA.

In the last 20 years the Calcutta market for drugs, which was previously in the hands of the Bengalis, has been very much cut up by the invasion of "Deliwallas," or Mohammedan dealers, from up-country, who have connections in the small native States, and supply merchants traveling into far Bokhara, Afghanistan, Tibet and even the Shan cities. These men usually have no money; being Mohammedans, they are not allowed to practice usury, their custom being to borrow for short periods from the money lending class of Hindoos. Calcutta is now the cheapest market in India, because of the severe competition which their advent in the Calcutta market has produced.

BUNNIAS CONTROL THE BOMBAY TRADE.

Bombay, owing to the severity of the plague for the last ten years, has very much fallen off as a drug market, but the conditions of competition are almost as acute as in Calcutta. The business there, however, is in the hands of the money lending-

Bunnia class themselves, and a few Parsees or fire worshipers.

Another money lending class holds the drug trade in Madras. They are Chetties, or Soukars, who are a terrible set of people to do business with, being a rather low caste people, whose ideas of commercial morality have reached the lowest ebb.

In Rangoon and Mandalay in Burmah, the conditions used to be somewhat better than in India proper, and some Eurasian and Portuguese dispensers still hold a fair position and have attained, in a few cases, affluence, but the wily Deliwallas, Bengalis and Chetties are invading the land of the Gilded Pagodas, and even here the field is not open to the American pharmacists, whom I would recommend to visit these countries only when they have money to spend for a pleasure trip.

AMERICAN TRADE AND ENTERPRISE IN GUATEMALA.

By ALFRED A. WINSLOW,

United States Consul-General, Guatemala City, Guatemala.

IMPORTS FROM THE UNITED STATES.

The United States is more than holding its own in the race for the imports of this Republic, which, it may be said, are generally decreasing, because of the hard times through which the country is passing. Large quantities of groceries, flour, potatoes, shoes, dry goods, and clothing come from the United States, but Germany and England seem to have the lead in machinery and hardware. There is surely a fine opening in these latter lines for our exporters, but they must be in position to push their goods personally, to give longer credits, and to take more pains with packing.

PACKING.

This is a very important matter for our exporters to study. Goods must be well packed that there may be as little loss in shipping as possible, and this packing should be as light as possible consistent with the safety of the goods, since the same duty is charged per pound on the case or box as is charged on the contents. So it is plain to be seen that the lightest of woods should be used, and instead of using too heavy or thick boards more band iron to strengthen the corners and edges should be used.

The European shipper has the packing question down to a finer point than the American shipper, but I am glad to say the American is improving, and with more study and care will win. It is one of the principal things to overcome in our conquest of the Central and South American markets.

TARIFF.

As emphasizing the necessity for scientific packing, I invite the attention of our exporters to the tariff of this Republic, which indirectly often works to an almost prohibitive degree when heavy packing is resorted to.

The duties in this country are either levied on the gross weight or on each article; there is no ad valorem duty. During the past year by a decree of the authorities of Guatemala the rate of duty collected has been increased about 50 per cent. Since most of the duties are collected on gross weight the question of packing is a big item which the American exporter does not generally take into account, to the detriment of his future business with these people. As said before, everything for this country should be thoroughly packed, but with as light material as possible, and not in too large cases. The English and German importers excel our merchants and manufacturers in this.

AMERICAN ENTERPRISES.

There is quite a large amount of American capital invested in this Republic, and in the main it is earning very good returns, notwithstanding the business depression, for American push wins where others fail. All the railway interests in this country are American, and much is invested in plantations and other interests—such as mining and lumbering. In all, it is safe to say, there are \$8,000,000 of American capital invested in Guatemala, and there is an opening for much more, if it is backed by the right kind of management.

American Goods in Norway.

Harry Berdewida, Consul-General of the United States of Christiania, Norway, in a recent Consular report, says: "Direct American trade with Norway should prevail wherever such trade is possible. Bringing the producer and the consumer face to face saves much cost absorbed by middlemen, transshipments, etc. . . . American chemicals, drugs, druggists' sundries and patent medicines have been introduced in this market to some extent. The patent medicines are received with distrust by the medical profession, and strong

efforts are being made to have a stringent law passed regarding their importation by the trade and by individuals for private use."

COMMERCIAL REPRESENTATIVES FOR THE ORIENT.

By J. F. MONAGHAN,

United States Consul, Chemnitz, Germany.

It is probably not a very difficult task to find German manufacturers who are not enthusiastic about the Oriental trade for the reason that they have, at one time or other, suffered losses through being made victims of unscrupulous Eastern agents who wheedled them into business transactions by misrepresentations and chicanery. Sometimes, probably, the real blame must be attached to the manufacturer for having permitted himself to be an easy mark and for not inquiring into the standing and reputation of the man with whom he was to deal. Yet it must be conceded, in view of the past experience of exporters who have done business with the East, that the choice of reliable commercial representatives is by no means an easy undertaking. The necessity of having a trade representative in the Orient cannot be questioned. Even in cases where business is done directly with firms, it is said to be advisable to employ a representative at the same time. There are a thousand and one things which require attention, and which cannot be properly attended to by long distance correspondence.

In a recent article in the Austro-Hungarian Export Review, the question of the selection of commercial representatives for the Orient is dwelt upon, and many valuable suggestions given for the exporter interested in the Eastern trade.

Just what sort of a representative it may be politic for a European firm to engage depends largely upon the nature of the goods in which business is to be done. If a business is to be conducted upon a wholesale plan it is wisest to attempt to engage a "big representative," who has been in the business for a long time, and can show unmistakable proof of honesty and business integrity. Generally it is difficult to engage such firms, because very frequently they are already in the service of some prominent competitor who came first upon the field. Then also they are, as a rule, crowded with work, as men with unblemished reputations who are capable of running a large wholesale business in the Orient for a European exporter are rare and cannot be picked up every day. But it is said that though these big representatives may be reluctant to undertake any more European business, if they can be prevailed upon to do so great confidence may be placed in the results. Business may pick up but slowly at first, but there is no need to worry about the execution of contracts.

In case of articles which are to be pushed in the markets upon a small scale, and mainly in the retail trade, the engagement of some smaller representative is said to be advisable. It is especially in such cases that great circumspection is necessary in making a choice. While it may be comparatively easy to choose a reliable agent among the largest firms of the place, this is not the case where smaller firms are under consideration. Many of these have been upon the black list for years, yet manage to cover up their tracks so shrewdly that the unsuspecting are easy prey, and even the most circumspect tread on dangerous ground. If great care is taken one may find a firm of young men who are reliable, enterprising and energetic.

These facts, as they are disclosed in the Export Review already referred to, ought to be sufficiently plain to show that Oriental representatives cannot wisely be engaged through the mails and without the most scrutinizing investigation. To strike a choice among those who offer themselves through correspondence is the height of folly, unless they are in a position to produce indisputable evidence of their responsibility and integrity, preferably guaranteed by some well-known and prominent Eastern firm which has consented to act as a sort of protector.

Under date of August 18, 1903, I submitted a report upon the opportunities for exporting American hosiery to the Orient by way of Germany, and called attention to the intelligence of the Oriental buyer in matters pertaining to his business and the thoroughness of his knowledge of textiles and textile prices. The Eastern buyer is known to possess unusual natural keenness and business ability, and where he combines with this a bent to trickery and sharp practice he becomes a dangerous man to deal with through long distance correspondence. For this reason the facts here presented cannot be too seriously taken to heart by American exporters to the East who are new in the field, and who desire to shield themselves from loss.

¹ The term "Orient" is generally used in German papers in a narrow sense, as confined to the immediate East or the Levant, though the points here brought out apply equally well to the far East.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

PHILADELPHIA.

NEW YORK, DECEMBER 28, 1903.

CHICAGO

ISSUED SEMI-MONTHLY BY

AMERICAN DRUGGIST PUBLISHING CO.,

69-68 WEST BROADWAY, NEW YORK.

Telephone, 7770 Cortlandt. Cable address: "Amdruggist, New York," ABC code.

CHICAGO, 221 Randolph St. PHILADELPHIA, 1716 Chestnut St.

A. R. ELLIOTT, President.

CASWELL A. MAYO, Ph.G., Editor.

THOMAS J. KEENAN, Associate Editor.

ROMAINE PIERSON, Manager Chicago Office.

SUBSCRIPTION PRICE:

Paid in advance direct to this office, \$1.50

Foreign Countries, 3.00

Subscriptions may begin at any time.

ADVERTISING RATES QUOTED ON APPLICATION.

THE AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD is issued on the second and fourth Mondays of each month. Changes of advertisements should be received ten days in advance of the date of publication. Remittances should be made by New York exchange, post office or express money order or registered mail. If checks on local banks are used 10 cents should be added to cover cost of collection. The publishers are not responsible for money sent by unregistered mail, nor for any money paid except to duly authorized agents. All communications should be addressed and all remittances made payable to American Druggist Publishing Co., 69-68 West Broadway, New York.

Entered at New York as Second-Class Matter.

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DO NOT FORGET TO REGISTER.

PROPRIETORS of all drug stores in New York State should bear in mind that they are required by the State pharmacy law to register their places of business with the State Board during January, showing what licensee is in charge or what licensees or registered apprentices are employed therein. This season the Board will not notify pharmacists of their duty, as has been the custom in the past. A word to the wise is sufficient.

"LET THE BUYER BEWARE."

THE point of law involved in the case of McKesson & Robbins vs. the L. Rockefeller Company, reported elsewhere in this issue, is one of special importance to the retail drug trade. It emphasizes anew the old legal principle that after goods are once paid for the purchaser cannot hold up a subsequent account on the ground that he has incurred loss through the sale of goods supplied before. *Caveat emptor* has always been a legal maxim, and the moral is: See that your goods are all right before you pay for them. The point need not be pressed further with New York pharmacists, who are aware of the definite line of action that has been adopted by the New York State Board of Pharmacy in ferreting out and prosecuting cases of adulteration and sophistication of drugs and galenical preparations.

A MERRY XMAS TO ALL.

THIS issue of the AMERICAN DRUGGIST will reach many of our readers on Christmas day, and will, we hope, be considered as not wholly unworthy to be classed among the good things incident to Yuletide.

The past year has been one of hope for the retail druggists of the United States rather than one of fulfillment. At its opening there were visible evidences of doubt as to the ultimate accomplishment of all that had been undertaken in the efforts to solve the knotty commercial questions confronting the seller of proprietary preparations. That doubt has been almost completely dispelled by the vigorous and unequivocal action taken by the proprietors at the special meeting in this city last month, and we now live in a lively and justifiable hope of a still further improvement in trade conditions all over the United States. In fact, this improvement is already an accomplished fact in many sections, and it would seem to be merely a matter of time, and of a comparatively short time, until the improvement will extend to the few centers which it has not yet reached.

THE OPERATION OF THE LIQUOR LICENSE LAW IN OHIO.

IN commenting a short time ago on the recent change in the liquor license regulations governing the sale of liquor by retail pharmacists in the State of New York, we pointed out the temptation to abuse the privileges conveyed under the law as to liquor sales and the possibility of building up a class of druggists with whom the sales of liquor would be an object of prime importance.

It appears that the liquor license regulations drafted by Professor Beal, and incorporated into the local option law during his term as a member of the Legislature for the State of Ohio, has led to some abuse of the privilege, such as we feared might follow the enactment of totally different legislation in the State of New York. In a certain local option dry town in the State of Ohio, a bar sideboard is operated in the rear room, at which the initiated can secure, under the name of "Tokay," an article which resembles so closely just plain whiskey that the average Kentuckian would be quite willing to accept it as a substitute, while under the name of "Bishop" a decoctum cerevisiæ is served which, while it might not pass muster with a critical member of the Diastase Section, would nevertheless be accepted without comment on the Bowery as a fair lager. The citizens generally seem to be perfectly well aware of the fact that any one properly introduced will experience no difficulty in securing any kind of liquors in this so-called drug store.

Aside from the loss of revenue to the State through the operation of such illicit barrooms, their conduct under the name of "drug stores" inflicts a great wrong upon that large proportion of druggists who honestly respect and obey the law, for the public will not differentiate between the saloon pharmacist and the conscientious one, but will extend the odium attached to illicit liquor selling to all the members of this calling, though it is possible that this particular case referred to is an exception. If the State authorities of Ohio are not able to prevent such flagrant infringements of the law the retail pharmacists of the State should in defense of their own good name take some step toward protecting themselves against dealers who utilize their status as pharmacists as a cloak for the operation of an illicit groggery.

The experience of Massachusetts indicates that it is possible for the Board of Pharmacy, if vested with the power, to do much toward the repression of the illegal sale of liquor under the cloak of a pharmacy license, but this power carries with it a corresponding responsibility and every man who has ever served on the Massachusetts Board will testify to the fact that no portion of the work of the Board is so onerous or causes so much friction as does the task of endeavoring to prevent the use of the board license as a cloak for retail liquor dealing. As grave as is the responsibility entailed by placing this matter in the hands of the Board of Pharmacy, it is one over which the Board should be given some sort of

jurisdiction, for it is one affecting the good name of all pharmacists, and it is only through the Board of Pharmacy that this good name can be adequately protected.

PHARMACISTS IN THE CITY SERVICE.

EVERY pharmacist should feel an interest in the advancement of members of his calling everywhere, and we feel confident that our readers will be pleased to learn of the advancement both in status and remuneration of the pharmacists in the service of the city of New York, which has followed the advent of the present administration.

When Dr. W. E. Dreyfus, the present chemist, entered the department the pharmacists in the employ of this city were subject to civil service examinations. Upon the recommendation of Dr. Dreyfus the Board of Trustees of Bellevue and Allied Hospitals requested the Civil Service Board to take the apothecaries out of the competitive list for the reason that the best men did not care to submit to this examination. The request was granted with the result that the choice of pharmacists is not so restricted and the best men can be selected, licentiates only being employed and preference given to graduates of the College of Pharmacy of the City of New York.

Upon the recommendation of Dr. Dreyfus the Commissioner of the Department of Public Charities agreed that \$900 per annum should be the minimum salary paid to apothecaries in the department, with full maintenance wherever this is possible so far as the salary appropriation permitted. As a consequence, the salary of one apothecary has been raised from \$500 to \$900 per year, with one from \$720 to \$900, two from \$750 to \$900 and one from \$900 to \$1,050 per annum, with full maintenance, thus placing the apothecaries on a fair living basis. This is a showing creditable alike to Dr. Dreyfus, who made the recommendations, and to the administration, which recognized that pharmacy is a field in which the special qualifications of the practitioner entitle him to a fair remuneration.

PATENT PIRATES IN CUBA.

THE editorial article on American Trade-marks in Cuba, which appeared in a recent issue, has borne early fruit. We called the attention of the trade to an abuse which had already worked great injustice, and which promises to work still greater injustice, to American manufacturers unless active steps be taken to prevent its doing so. Since the publication of our note, which was based to a large extent on the report of Mr. Camp, the Executive Committee of the New York Paint, Oil and Varnish Club have adopted resolutions calling for a reform of the principal abuses, and it is to be hoped that the agitation which they have initiated will be actively maintained until a radical change has been effected in respect to the Cuban trademark and patent laws.

PRESIDENT ROOSEVELT SIDES WITH THE DRUGGISTS.

PRESIDENT ROOSEVELT sustains his character for straightforward and independent action by including in his message to Congress the following recommendation:

In granting patents to foreigners the proper course for this country to follow is to give the same advantages to foreigners here that the countries in which these foreigners dwell extend in return to our citizens—that is, to extend the benefits of our patent laws on inventions and the like where in return the articles would be patentable in the foreign countries concerned—where an American could get a corresponding patent in such countries.

This recommendation is exactly in line with the suggestions of the National Association of Retail Druggists, and its fairness cannot but appeal to every American citizen who is interested in building up the industries of the country.

The unusual, if not wholly unprecedented, feature of this recommendation by the President is that it is in direct opposition to the views so superciliously expressed by the Commissioner of Patents. As a rule, a President is so overridden by bureaucrats that he dare not approve any idea or express an opinion contrary to that held by the head of the particular bureau involved. We gladly welcome this evidence of independence of spirit on the part of the President, not only for what it means in this particular connection, but for what it may mean in other directions in which the executive has heretofore been too subservient to the bureaucracy.

THE NEW ORDER IN PHARMACY.

IT would seem that Mr. Mason's prophecy of the advent of A New Order in Pharmacy shows indications of fulfillment. We have in the United Drug Company a powerful combination of cutters, with large capital, who united for mutual protection against the movement to cut off their supplies. They next went into the manufacture of pharmaceuticals and specialties, and they seem about to take a still further step by opening a new drug store (presumably a cut rate store) in a town in which the company have heretofore had no representative—namely, Buffalo. The development of this large and powerful corporation is but one manifestation of Mr. Mason's New Order, other manifestations being furnished in the buying club and similar co-operative organizations of retailers, which portend a still closer degree of consolidation, and which may eventually, though probably at a distant date, result in bringing about practically the conditions outlined by Mr. Mason in his notable paper on a New Order in Pharmacy, read at a meeting of the American Pharmaceutical Association a few years ago.

Welcome Appreciation.

I have found the *AMERICAN DRUGGIST* of great value to me in my business, especially your market report, on which I must congratulate and thank you; it is the best and most reliable report I have been able to find. **GEO. W. SANFORD.**
North Tonawanda, N. Y., November 10, 1903.

THE UNITED STATES PHARMACOPOEIA OF 1900.

BY CARL S. N. HALLBERG, PH.G.,

Member of the Committee of Revision, Chicago.

[The subjoined article is a reprint from the *Journal of the American Medical Association* of a paper read at the fifty-fourth annual session of the American Medical Association, in the Section on Materia Medica, Pharmacy and Therapeutics. The discussion which followed the reading of the paper is of so interesting a character as to make it worth while to print it in full, which we accordingly do.]

THE revision of the Pharmacopœia begun by the committee elected at the decennial convention in Washington, in 1900, is progressing as rapidly as is warranted by the importance and magnitude of the work.

The committee lost its chairman in 1901, Dr. Charles Rice, pharmacist to the Department of Public Charities and Corrections of New York, who had filled that position with especial credit since 1880, and suffered further loss in the death of a life-long worker, Dr. Edward R. Squibb, of Brooklyn. The death of the chairman at a critical point of the work caused some delay until the vacancy was filled by Prof. Joseph P. Remington, of Philadelphia. Partly due to this fact, but more especially owing to the many important questions, never before confronting a committee of revision, requiring solution, the work of revision has been more than usually delayed, so that the book will in all probability not appear until in 1904. The official life of the U. S. Pharmacopœia will, therefore, not be synchronous with its decennial designation (1900-1910), which, however, is not of any especial significance.

THE SUBCOMMITTEES.

As an indication of the scope and character of the work of revision the enumeration of the following subcommittees and the subject allotted to each may be of interest:

1. Therapeutics.
2. Posology.
3. Botany and pharmacognosy.
4. General and inorganic chemistry.
5. Organic chemistry; also fixed oils and fats.
6. Proximate assays.
7. Volatile oils and allied substances.
8. Extracts, tinctures, etc.
9. Aromatic waters and spirits.
10. Cerates and allied compounds.
11. Syrups and elixirs.
12. Miscellaneous galenicals.
13. Weights and measures.
14. Scope and statistics.
15. Nomenclature.

LIMITATION OF PURITY.

Among the most important subjects for consideration, and one which heretofore has received but little attention, was the limitation of purity of medicinal chemicals. To the medical mind, the propriety of this question may well appear doubtful. Why should there be any limitation? Only the purest is sufficient for medicinal uses, or for the purposes of the physician. The proposition is, however, not so simple, since there are certain requirements of a practical character which must be taken into consideration. The U. S. Pharmacopœia (1890), now official, requires for a number of largely used chemicals a greater degree of purity than is obtainable by ordinary chemical processes, a standard—as is claimed by reputable manufacturers—to be obtained only by such expensive processes as to necessarily increase the cost of the product, and as to be in some instances almost prohibitive.

It should be clearly understood, however, that these impurities comprise mostly the presence of very small quantities, sometimes 1 per cent. or less, of sulphates and chlorids in bromids, iodids, phosphates and similar salts, the contention on the part of manufacturers being

that the removal of such traces of these foreign salts would be exceedingly difficult, and since their presence could have no possible therapeutic significance, their absolute removal would be a useless expenditure.

Some instances were cited in support of the contention that the presence of even slight traces of foreign salts, innocuous of themselves, might under certain conditions produce entirely unexpected results; thus, for example, when potassium bromid is prescribed with barium chlorid in watery solution, there will be a precipitate of the insoluble barium sulphate in the presence of the slightest trace of sulphate in the potassium bromid. Such instances are, however, exceedingly rare and do not impair the position that mere traces of such impurities in these salts should not be excluded by the U. S. Pharmacopœia.

Another reason for not setting the standard too high is that it is impracticable to have two standards official, and since the pure food and drug laws in some States refer to the U. S. Pharmacopœia as the standard, druggists and dealers would be liable to prosecution for selling chemicals for commercial and technical purposes where so high purity is not required, which deviate from the official standard of purity. Such prosecution, mostly ill advised, has been frequent in Ohio, and has been carried on to such an extent in the United Kingdom as to make such laws exceedingly unpopular, and alienating the support of a large and otherwise law-abiding element.

In quite a different category is the degree of purity as related to freedom from poisonous compounds, frequently contaminating medicinal chemicals. Compounds of poisonous elements, such as arsenic, copper, lead, tin, derived from the crude products in the process of manufacture, cannot be too rigidly excluded. That no convenience of manufacturers or additional cost, no matter how great, will have any influence on the standard of purity required by the U. S. Pharmacopœia in these particulars is a foregone conclusion.

ISOLATED PRINCIPLES.

The question of substitution of isolated principles for natural products has come to the front largely during the present decade. Many of the volatile oils are mixtures of certain principles, such as the oils of eucalyptus, caryophyllus, cinnamon, gaultheria, betula and sassafras. While the pharmacology on these articles is meager, it is assumed that the principal principles represent the therapeutic virtues of the respective oils, and it is contended that, since these vary considerable in the amount of these principles contained, greater accuracy and uniformity would be secured by the substitution of these principles for the natural oils.

Among the principles of this and similar classes likely to be admitted to the U. S. Pharmacopœia are: Anethol, eugenol, guaiacol and guaiacol carbonate and saffrol. Eucalyptol and methyl salicylate are now official.

SYNTHETIC.

The admission of synthetic products controlled by patent or proprietary rights has also received much attention. The ethical medical position is unequivocally opposed to the recognition of any substance whose composition is secret, or the manufacture of which is in any manner not free; and yet medical men, even the very highest authorities, prescribe them and exploit them in the journals. While the Pharmacopœia is supposed to have ignored them, such is not the case. The first synthetic medicinal chemical made by a patented process, salicylic acid, was admitted to the U. S. Pharmacopœia in

1880. In the present U. S. Pharmacopœia (1890) they are official of this class in addition to salol and lanolin, although under a name different from the trade name. On this point the instructions of the decennial convention of 1900 to the committee of revision were as follows:

The committee of revision is authorized to admit into the Pharmacopœia any product of nature of known origin; also any synthesized product of definite composition which is in common use by the medical profession, the identity, purity or strength of which can be determined. No compound or mixture shall be introduced if the composition or mode of manufacture thereof be kept secret, or if it be controlled by unlimited proprietary rights.

The committee, desiring to adhere to the spirit, if not strictly to the letter, of the instructions of the convention, after considerable deliberation decided "to admit those substances for which there is, or may be, a product or process patent which expires during this decade (i.e., 1900-10), carrying with it the expiration of the trade-marked name, as distinguished from a symbol or device."

According to this, none that are patented will be admitted if their trade-mark does not expire with their patent, and none that are trade-marked without being patented. Should legal advice conclude that trade-marked names expire with patent, then only such that are patented will be admitted, whose patents expire before 1910. Among those proposed for admission under this decision are chloralamid, ethyl carbonate, hexamethylenetetramin, iodol, methylene blue, phenacetin, piperazin, saccharin, phenyl salicylate (salol, now official), sulphonal, trional, aristol and salophen. The following would be excluded: Creosote carbonate, eucain, heroin, holocain, ichthyol, methyl acetanilid and orthoform.

ALKALOIDAL ASSAYS.

The U. S. Pharmacopœia of 1890 requires a certain alkaloidal standard for opium and cinchona, and the preparations of opium and nux vomica. This list will be largely extended, and assay processes fixing a standard of alkaloidal strength for the preparations of the following drugs have been proposed: Opium, cinchona and nux vomica, belladonna, hyoscyamus and stramonium, coca, guarana and kola, physostigma, ipecac, hydrastis, colchicum, pilocarpus, conium and jalap.

ANTITOXIN.

One of the most difficult questions for the committee to solve has been the admission of diphtheritic antitoxin. The principle of the Pharmacopœia heretofore has been that, inasmuch as the pharmacist is charged with the responsibility of maintaining the standard of identity, purity, quality and strength of all articles official, the Pharmacopœia must provide such definitions, descriptions, tests and assay processes as will enable him to determine whether or not the articles recognized by the Pharmacopœia respond to the official requirements. Since no biologic or pharmacologic tests have ever been admitted to any Pharmacopœia, presumably because these were not within the province of pharmaceutical practice, the admission of any article whose purity and potency could not be determined except through biologic methods appeared to be an insurmountable obstacle to the admission of any biologic product, and the convention, therefore, declared: "Physiologic tests for determining strength should not be introduced by the committee."

Owing, however, to the transcendent importance of the question of antitoxin, and inasmuch as the instructions of the convention were not directly mandatory, and especially in deference to the physicians on the commit-

tee who voiced the sentiment of the profession, evidently unanimous, as to the desirability, if not necessity, for the admission of antitoxin, and in order that the U. S. Pharmacopœia (1900) may not be charged with indifference to the greatest remedial agent of the decade it is to represent, the committee of revision decided to carefully consider the question. The matter was referred to a subcommittee, consisting of the physician members of the committee, together with a number of eminent specialists in this field, with the late Dr. Walter Reed as chairman. Owing to the untimely and sad death of Dr. Reed, Dr. Theobald Smith was subsequently chosen to act as chairman, and this committee is now formulating a plan by which the antidiphtheritic serum will in all probability be admitted to the U. S. Pharmacopœia on the plan somewhat similar to that of the German Pharmacopœia of 1900.

POSOLGY.

The question of dosage has always been a bugbear to pharmacists. Some (without being able to formulate the proposition, what is a dose? In the terse manner of Dr. S. Solis-Cohen, "A dose is enough") have felt that the Pharmacopœia was trenching on dangerous ground in endeavoring to adopt an authoritative list of doses. It was charged, however, that the lack of such dose list in the only legal authority on medicines materially lessened its value to the practitioners, and that such should be incorporated. The sentiment of the convention being almost unanimous on this question, the committee was instructed to state the average approximate adult dose, and, where deemed advisable, also for children, after all articles which are used or likely to be used internally. These are to be given in metric quantities, as well as in approximate customary weights and measures. It is to be the distinct understanding that these doses are not to be regarded as obligatory or as not to be exceeded by the physician whenever in his judgment desirable, and a declaration to that effect is to be prominently made in the book. Its purpose, then, is simply to serve as an authoritative reference guide to pharmacists and physicians.

NOMENCLATURE.

While the aim of the Pharmacopœia is to adhere to a scientific nomenclature, it cannot invariably do so. To change old familiar titles of some chemicals so as to conform to the modern chemical nomenclature would create confusion, be inconvenient in prescribing and dispensing, and impair the usefulness of the alphabetical arrangement. Carbolic acid, for example, would appear as "phenol," and arsenous acid as "arsenic trioxid," if the chemical nomenclature be strictly observed. Since the scientific names are invariably appended as synonyms for such titles, as well as for such articles as may be admitted under trade names, there can be no objection to such deviation from the scientific nomenclature in the official titles as may be determined for the greater safety and convenience of physicians and pharmacists. Sometimes the title appears in contradiction to the chemical name, without apparent justification, as in "chloral" of the U. S. Pharmacopœia of 1890, which should have been "chloralis hydras"; chloral being a liquid, the hydrate of which is the well-known crystalline solid. The best of reasons, however, prompted this violation of chemical usage—namely, the belief that the use of the single word in prescribing would avoid the inevitable abbreviation of "chlor. hyd.," and thus prevent confusion with "chlorid hydrarg.," and consequent errors and complications.

DISCUSSION.

Dr. W. J. Robinson, New York—I consider the United States Pharmacopœia the best in the world. I am familiar with all of them, and as far as definiteness, succinctness and tests for purity are concerned it ranks above all. Still it is not popular with the physician. You will seldom find a physician who studies the pharmacopœia and rarely one who owns the book. It has always interested me to know why the physician never refers to the pharmacopœia. Among the many reasons I will mention one—it is the principal one—the pharmacopœia does not contain a very large number of substances which the physician prescribes daily. It contains about 200 various drugs like phytolacca, chelidonium, illicium, inula, mezereum, pareira, juglans, etc., and such substances which the progressive physician of to-day never prescribes, while many of those which are in daily use are not to be found in it. We can not blame the pharmacopœia for not admitting these substances. Many of them are proprietary remedies with a perpetual copyright, but still it is wrong to exclude them altogether. The solution of the question would probably be to have a pharmacopœia of the same character as the present one which should contain all the standard drugs, but it should have a supplement in which might be given the chief characters of that large class of drugs which are frequently used and of which we know the exact chemical constitution. That would not be giving them the full sanction of the pharmacopœia, but at the same time it would be serviceable to the physician. Concerning the dosage, I think that would be a valuable addition to the pharmacopœia and render it more popular. Of course, there should be no ironclad rule about the dose, as the mention of a definite dose might lead to confusion, but if the average dosage were included it would render the book more useful to both physician and pharmacist.

Dr. B. Pirosh, Chicago—The pharmacopœia should be in the office of every physician, for there is no better source from which to derive information in regard to the peculiarities of certain drugs. Concerning the bringing into the pharmacopœia of these preparations the patents of which have passed limitation, it should make no difference to the physician whether or not the patent letter has expired. I would prefer a remedy the patent of which is running to one the patent of which has expired—provided the composition and the physiologic action are known to me—for the reason that so long as it is protected and in the hands of only one manufacturer we know it is pure. When the patent is taken off and other parties take up the manufacture then there is adulteration. I think the doses should be incorporated in the pharmacopœia, as this would give the druggist and physician an equal opportunity to check each other in case of mistakes (on either part). I believe it would be well if the names of some of the drugs could be changed from time to time. Here in America, although it is our own fault, it seems to be a part of our business to tell the patient what he gets. The only benefit I can see from the knowledge of the patient about the drug he gets is to caution the next physician in case of idiosyncrasy to a certain drug.

Dr. W. B. Hill, Milwaukee, Wis.—The metric system and the dosage are two bugbears of the pharmacopœia of 1900. It is a simple thing to put down the figures, but to get the people to use them is quite a different matter. I believe the dosage is the key to the situation, but that means a real revision of the pharmacopœia, not a so-called revision. If we add a dosage system to the pharmacopœia, a system in which the strength of the preparations is given, within certain limits we make the use of the metric system possible; in other words, we should make it easier to name the dose in the metric system than in the English system. There would then be no question about its adoption. If we look over the various preparations we will find that tinctures vary all the way from 5 to 35 per cent., some for a very good reason, others without any reason. Under the metric system the tinctures could be classified in two or three classes, the stronger ones with a uniform dose of 1 c.c., the next class with average dose of 5 c.c., and the third class in larger quantities, such as the weaker tinctures. In this way we might so simplify the dosage that one could remember more easily in the metric system than in the English system. The greatest difficulty in training the memory so as to use the metric system is in the very small denominations. The trouble is in the unit, and it is difficult for the student to comprehend it. If the pharmacopœia were arranged in a double manner, on one side the tinctures and triturates, each with a uniform dose, and on the other side the fluid extracts and extracts with a uniform strength, I believe the metric system would be adopted within five years.

Dr. O. T. Osborne, New Haven, Conn.—I believe the trouble lies in our hospitals. At the Yale Medical School I have taught the metric system for nearly twenty years, and will venture to say that not 25 per cent. of our graduates write prescriptions

in the metric system to-day. We begin to teach materia medica in the second year, advanced pharmacology in the third year, and applied therapeutics in the fourth year. At the end of the second year the student is better versed in the metric system than he is at the end of the third year, and at the end of the third year he writes better prescriptions than he does at the end of the fourth year. This is because he is constantly coming in contact in journals, text-books and clinics with prescriptions written in the old system. When the student gets into the hospital he sees no more of the metric system, and when he leaves he has almost forgotten that there is such a system. Hence I believe that until the hospitals abolish the old system and take up the new, the medical colleges can not advance the use of the decimal system. As to teaching the doses of preparations, as an example, I classify the tinctures into poisonous and non-poisonous, and put as many as possible together under one dose. In this way the student soon learns that a poisonous tincture has a dose of a few drops, and a non-poisonous a dose of a teaspoonful.

Dr. H. A. Moody, Mobile, Ala.—Dr. Osborne has voiced my experience. I have been teaching materia medica for about ten years. In the first year my students are required to copy prescriptions from the blackboard in the metric system and it is discussed—and I mean discussed—the students are invited to participate in the discussion and compare the metric system with the old system. In the study of therapeutics the students write the prescription in the old method first and then translate it into the metric system in order to be masters of both systems, for this is necessary if they are to practice in rural districts. The result is that they gravitate to the old system, and nothing seems to stop them. I believe it was Lincoln who said that "you can not fool all of the people all of the time." So I think there must be some solid foundation for the preference for the old system or it would have been dropped long ago. It is a fact that it is the most popular system all over the United States to-day. Dr. Robinson said the pharmacopœia contained a lot of drugs that had become obsolete and were never used by progressive physicians, and among other substances he mentioned phytolacca. Now, phytolacca is not obsolete all over the country by any means. This illustrates how utterly impossible it will be to satisfy all parties by any decision as to which drugs shall be placed in the pharmacopœia and which shall be omitted, or go into the appendix. You will be sure to offend the sense of propriety of some. Another statement referred to was the physiologic test of drugs. The committee decided that they could not use that test of drugs for the pharmacopœia. It seemed to me that this referred principally to the animal serums. Now, there are other drugs whose strength we can ascertain in no other way, such as ergot, digitalis, etc. Is the physiologic test used to standardize medicines such as these?

Dr. F. R. Weber, Milwaukee, Wis.—We have in our school those who prefer the old system and those who prefer the metric. The effect of this is to accustom the students to one as much as to the other, and it is easy for them to prescribe in either system. It is only laziness that causes them to ignore the metric system. When the metric system was introduced in Germany, within a year all the old books and the old systems were changed. If our books would change and only contain the metric system how quickly would the nation throw off the old system and take up the new. The trouble with the United States is that we still prefer to read English articles, and in England it is practically impossible to introduce the metric system.

Dr. C. S. Chamberlin, Cincinnati—There must be some reason for the hold which the old system has on us. I studied both systems when at college and for three years taught chemistry, using the metric system entirely. In my practice I tried to use the metric system, but I never got beyond the point where I did not have to translate from the old into the new. In regard to phytolacca, Dr. J. B. Shoemaker has an article in the October, 1901, *Medical Bulletin* which covers at least four pages, in which he declares that it is one of the best alteratives and the best of all remedies in mastitis.

Prof. C. S. N. Hallberg—With reference to the scope of the pharmacopœia it has been very difficult to get anything like statistics in the United States. We have compiled the different kinds of articles which enter into hundreds of thousands of prescriptions in the different sections of the United States and we never before realized what a vast country this is. The medicines which may be considered obsolete in one section are used in great quantity in another section. You must remember that we have here in the United States a medical and a pharmaceutical population which is cosmopolitan. The United States Pharmacopœia may well be considered a combination of all the pharmacopœias of Europe revised and condensed. The committee does its best in getting information as to what these articles are, and which should be admitted. As to the supplement,

which should include a number of articles, as suggested by Dr. Robinson, I believe that is a questionable expedient. The pharmacopœia has a legal standing, not by act of congress, but by the laws in the states wherever there is legislation affecting pharmacy or pure food and drug laws; in such states it is recognized as the standard. Of course, if these articles were simply enumerated therein it might serve a purpose, but that is doubtful. The American Pharmaceutical Association issues a National Formulary and it might be advisable to enumerate in that such articles as Dr. Robinson suggests. That the strength of galenic preparations should be based on the posology instead of on the drug strength is a new proposition and one not recognized in any pharmacopœia. The pharmacopœia is first of all the hand-book of the pharmacist; it is his manual from which he makes his preparations, as far as the galenic preparations are concerned, and because of the use of the metric system it is desired to maintain the percentage proportions. Any change, therefore, which would involve too much deviation would be embarrassing to the pharmacist. To fix even the general average doses of these preparations would make them of a strength without any determined relation to the drug. Dr. Wood, for instance, administers tincture of digitalis in teaspoonful doses, while others give one-fourth that amount. Now, what should be the drug-strength of tincture of digitalis? To obviate this confusion last year at Brussels there was a conference "for the unification of the strength of potent remedies." Dr. C. H. Wood, Philadelphia, attended this international conference, at which were representatives from every country in Europe. It was decided that tinctures should be in two classes, the potent drugs of a 10 per cent. and those less potent of 20 per cent. strength. That will be a great pharmaceutical convenience, though it does not conform to Dr. Hill's suggestion except to the extent that there is a distinction between potent drugs and those that are less potent. But here arises a great difficulty; the tinctures of the most potent drugs are of the greatest drug strength; tincture of aconite is 35 per cent., tincture of veratrum viride is 40 per cent. in strength, while tinctures of drugs which cannot approach these in potency are only 10, or 5 per cent. The committee has, however, decided to follow this principle, and is going to change the strengths of the tinctures of aconite and veratrum viride to 10 per cent. There is a tendency toward the unification of potent remedies, and this conference fixed the strength of all arsenical solutions at 1 per cent., which is uniform in all the pharmacopœias. The question of patents raised by Dr. Pirosh is scarcely within the limits of the paper. A patent is limited to seventeen years. There is no objection to a patent, but what we call "patent remedies" are of secret composition and some get the name of being patented from the fact that the name or label has been copyrighted and the profession is not furnished the formula. The only way to learn the metric system is to work with it. Pharmacy students have to work with the metric system in all branches. Annually, during the course, a vote is taken among the students as to their preference, and only once in ten years one man said he preferred the old system after working with the metric system for three months. The great advantage of the metric system is shown in recent works on pharmacy and therapeutics. In the older works an ointment, for example, has to be prescribed "a dram to the ounce," or "30 grs. to the ounce." Compare that method of expression to the clear, concise statement that an ointment is 1 per cent., or 2 per cent., or 10 per cent. strength. Applied to solutions and preparations for external use the metric system goes hand in hand with percentage strengths, and is the only scientific method of expression.

Cacoutchouc in Ceylon.

Deutsche Kolonialzeitung, in its issue of September 24, 1903, says: "The area planted in Para rubber in Ceylon is estimated at 3,000 acres. The best results have been secured in the South Kalmum district, which is about 100 feet above sea level and has an average rainfall of over 98.5 inches. The soil is mostly a sandy loam. Para rubber thrives also at an altitude of 3,000 feet, and will endure a variation of rainfall of from 70.9 to 147.6 inches. Each tree produces about 1 pound, worth about 95 cents. The quality of the rubber is often impaired by the use of such acids as lemon juice to hasten the extraction of the juices from the trees."

Dried tetanus toxin is one of the most powerful poisons, the fatal dose for human beings being one-tenth that of strychnine. The fatal dose of a toxin for different animals varies with the species, sometimes enormously. Thus the amount of tetanus toxin necessary to kill a fowl would kill 500 horses.

Cream of Current Literature

A summary of the leading articles in contemporary pharmaceutical periodicals.

Impurities in East Indian Sandalwood Oil.—Peter (*Pharmaceutische Zeitung*, 1903, p. 573) had occasion to examine a certain number of samples of capsules of sandalwood oil and has found in several instances that the samples were adulterated with oil of cedar. In some of these capsules the oil contained only 57 to 71 per cent. santalol instead of from 90 to 100 per cent.

To Determine the Presence of Cocaine in Solutions.—Vadam suggests the following method of determining the presence of cocaine in solutions intended for injection. Ten Cc. of the solution are rendered alkaline with a few drops of ammonia, ether is added and the mixture is shaken. The ethereal layer is decanted after being allowed to stand for a while, and to the residue of evaporation of this layer are added 2 drops of 10 per cent. hydrochloric acid. To 1 drop of this acid solution is added 1 drop of a 10 per cent. solution of platinum chloride. If cocaine is present in the solution, there will appear under the microscope the characteristic crystals of cocaine chloroplatinate.

Nascent Mercuric Salicylate.—Lajoux (*Journal de Pharmacie et de Chimie*, May 1, 1903) made a special study of certain salicylates of mercury and found that one of them, the basic salicylate, is of interest pharmaceutically because the mercury in it is "dissimulated" (nascent). He suggests the name of "dissimulated salicylate of mercury" for this compound. It may be considered an organic mercuric compound, in which the mercury unites the acid radical to the phenyl radical. It is a stable salt, soluble in hot or cold and dilute or concentrated solutions of sodium or potassium hydrate without altering its molecule. Acids, even carbonic acid, precipitate it completely, intact, from these solutions. It is soluble in alkaline chlorides and iodides, and keeps its properties. In contact with sulphuretted hydrogen it does not decompose except after a long time and with ammonium sulphide it takes a considerable time to become precipitated. Only mercuric cyanide decomposes it immediately.

The solution of ammonium benzoate used by Lajoux was of about 4 per cent. strength, and was neutral, requiring the addition of a few drops of ammonia for this purpose. One Gm. of the mercuric salicylate is triturated in a mortar with 50 Cc. of the solution, and a 10 per cent. ammonia solution is added, drop by drop, until complete solution results. In some instances a slight grayish cloudiness is left, due to the presence of some insoluble material. The solution is then poured into a flask, and the volume is completed to 100 Cc. with distilled water. An excess of ammonia must be avoided and the solution must be sterilized before using.

Some Brazilian Medicinal Plants.—A number of Brazilian medicinal plants are described for the first time in the *Berichte der Pharmazeutischen Gesellschaft* (quoted in *Nouveaux Remèdes*, September 24, 1903, page 415.) A number of members of the family of Myrtaceæ are indigenous in Brazil, the total catalogue of these plants recognized so far in that country comprising 39 species and 1,204 varieties. These Myrtaceæ are rich in tannin and aromatic essences. Several contain bitter principles, but few contain crystallizable alkaloids. Ten varieties produce eatable fruits that would make their

cultivation profitable. At Rio de Janeiro, Minas and Sao-Paulo are found the shrubs *Comidensia Chamisana*, *Jacquiniana Reticulata* and *Casarettina*, the fruits of which are edible and the leaves of which are used as mild astringents. *Caliptranthes Aromatica*, in Brazil, takes the place of our cloves, and in some regions of that country this rôle is assumed by another species, *C. Variabilis*. It seems that it might be well to cultivate this plant. The natives of the provinces named above employ as astringents in diarrhoeas and as gargles decoctions of the leaves of *Aulomyrciaramulosa*. This plant is very interesting. The fresh seeds give 7.5 per cent. of fixed oil, which is fluid in consistency, brown in color and olive on inspection with transmitted light, odorless, but with a bitter and disagreeable taste. The seeds also give 0.24 per cent. of amorphous bitter principles and 1 per cent. of tannic acid. The leaves furnish a viscid dark green oil, about 3 per cent. of tannic acid, resin, resinic acid and very small amounts of a crystalline substance, which is supposed to be aulomyrcine. *Myrta Canellata* is a shrub which is met with in the province of Minas. The bark, leaves, buds and fruits of this plant are strongly reminiscent of turpentine and of eucalyptus in their odor. The leaves furnish an oil which is very thin, greenish-yellow and has a fairly agreeable odor. *Phyllocalyx tomentosus* is a small shrub with savory fruits and is employed in intermittent fevers. A tincture of the seeds is used for this purpose. The decoction of the leaves is used as a mild astringent.

Soluble Adrenalin.—Mansier (*Répertoire de Pharmacie*, November, 1903) calls attention to the fact that the extreme dilutions which are employed in adrenalin solutions make the weighings difficult and inconvenient, and, at times, impossible. Solutions in diluted hydrochloric acid are difficult to prepare, prone to change and deteriorate. Soon after preparing a solution of adrenalin it takes on a yellow color as a result of oxidation, abundant brownish flocculi appear, and if the solution is filtered, it loses its activity. The advantage, therefore, of possessing a soluble powder of adrenalin, which could be easily handled and could enable the druggist to dispense perfect solution prepared extemporaneously can be readily perceived. The formula proposed by the author is based upon the easy solubility of adrenalin in citric acid solution, and on the preservative properties of boric acid. The powder proposed by him has the following composition:

Adrenalin	Gm. 0.05
Citric acid	Gm. 0.10
Boric acid finely powdered	Gm. 4.85

The adrenalin is triturated with the citric acid and about four times its weight of boric acid. The rest of the acid is gradually added and the mixture is passed through a fine sieve several times. One centigramme of this powder corresponds to 2 drops of a solution of one part in one thousand. This 1 per cent. boric acid powder is soluble in water and may be employed for all purposes that the solution is used for, whenever a weak solution is required or when an ointment with adrenalin is to be made up. If the solution required is stronger than 1 in 3,000 parts, a 10 per cent. boric acid powder should be used, as under these conditions the 1 per cent. powder cannot be dissolved in the amount of water required.

Letters from a Retired Druggist To His Nephew

From Can. A. Densis, a Retired Druggist
of Cincinnati, O., Who Has Made a For-
tune Out of Densis' Wonderful Asthma Cure,
to his Nephew in Wheeling, W. Va. 9 9

(With Apologies to Mr. Lorimer and his Mr. Graham.)

1. The old gentleman has just learned that his nephew has begun work in a drug store, and writes him accordingly.

My Dear John: I understand that you have just obtained your first job in a drug store, or it may be you have been there for a few months, for I haven't heard from your folks for quite awhile—in any event you are "the new boy" and deserve to be congratulated, for you don't know how many other boys would give their eye-teeth for your chance. Never mind that, though. What you want to be now is a success, and there is only one way for you to be a success in the drug store—and that is to work and work hard. Keep busy doing something all the time. If you haven't anything to do find something, for it's a safe bet that you won't have to look very far unless your store is very different from the one I first worked in.

The best quality of all about a really good boy is his ability to see things to be done. It is easy enough to see them after they have been pointed out to you, but if it is going to keep the manager or one of the clerks busy all day finding something for you to do he might just as well get a little busier and do them himself, in which event there will, of course, be no room for you. The idea is, you see, if you want to keep your job you've simply got to keep busy and do so many things about the store that the store simply could not get along without you. Of course you are going to have your regular duties each day—that is, you are if the manager of your store knows how to manage—but after you have finished that day's schedule you must not think that your day's work is completed, for that is the very time that you are to begin to look for other things to do. Now, just what these things to do may be depends largely upon the size of the store and the length of time you have been in that store, and consequently how well you are acquainted with the work that is to be done; but I think I have said enough to show you that no matter how or where you may be located you can always find something to do if you will but look for it—and that is all of it.

Keep looking and doing. It isn't a bad idea to be looking around for the next job while you are doing the last one, only you don't want to look for it so hard that you can't see whether you are doing a good job upon the one you are on or not.

CONCERNING CLOTHES

I know that you haven't many fine clothes, and I wouldn't advise you to wear them around the store even if you had; but simply because you may occasionally have to do the work of a porter or a scrub-woman is no reason why you should look like one. You had far better look as though the work were beneath you than to have your appearance say that it was above you, but at the same time you mustn't forget that you want to do that work as though it were your only aim in life to do it just right, and not as though you were afraid of soiling your hands or musing your hair or clothes. What I meant by your looks was that you could, no matter how rich or poor you might be, keep your hands and face washed, nails and teeth clean, hair combed, shoes polished, clothing brushed, wear a clean shirt and keep your collar and necktie on, and then in the evening you might, if possible, dress up just a little more and better than you do during the day.

KEEP YOUR TEMPER.

You want to keep just as friendly as you can with the clerks in the store, because when they have a mind to they can make your work a great deal easier and show you about a great many things which it will be well for you to know. I thought it best to speak to you about keeping on the good side of the clerks, because of the fact that they are bound to try several little harmless tricks upon you which may ruffle your temper. Now, I am not saying that you are not justified in getting mad after you have worked with a mortar and pestal for half an hour trying to pulverize several pieces of rubber, or have attempted to dissolve a mixture of soda bicarb and salicylic acid con-

tained in a bottle, with the result that the popping cork almost scared you to death and it took you the rest of the day to clean up the muss, but you do want to hurry and have your mad spell over with and not remember it next week when the head clerk wants you to carry a note to his best girl or the junior asks you to put the buttons in his clean coat, because if you do they are going to have it in for you, and I don't know of anything

that can be much more unpleasant to the boy in a drug store.

THE RIGHT KIND OF A DRUGGIST TO BE.

I suppose that it is your intention to stay in the business and become a druggist, and I want to say right here that if you don't intend to you had better quit right now, for if it's just simple work that you want you can find lots of other jobs which will pay better and won't be so hard, and you'll be doing the business a kindness also, for there are altogether too many in it now who have simply their bodies there and their minds and hearts some place else—providing, of course, that they have any at all. Therefore if you are going to be one of the other kind you cannot know too much about drugs, and the best thing for you to do is to take up a systematic course of reading and study, using all the drugs in the store for reference so as to become familiar with all their characteristics. When I was the new boy I began in the Dispensatory at Absinthium, and read it right through to Zizyphus Vulgaris. This was a good way in those days, but it was mighty tiresome and very uninteresting, and there are better ones now. Rother's "Beginnings in Pharmacy" is a good book, but I believe it is out of print. Oldberg's "Home-Study in Pharmacy" will put you on the right track, and I have sent you a copy in lieu of your usual birthday present. You may not like it quite so well, but it will do you a lot more good providing you use it correctly. After you have gone through this, studying thoroughly each drug as it is described, you will be able to take up Attfield's "Chemistry" and Remington. Now, don't think that you must divorce your book knowledge from your practical knowledge—it requires an ample supply and an intimate admixture of both to make a good druggist, and this is the only kind that it is worth while being.

I am going to write to you quite often from now on, and perhaps I had better tell you that I am liable to say some things which you will think are unnecessary. Most young people do think that at times when their elders rub them the wrong way, but just remember that I mean them all in kindness. I want you to write me occasionally, but never do your writing while at work, for that isn't what the boss pays you for, as he either does the writing for the establishment himself or keeps a good-looking girl in the office for that purpose.

Your affectionate uncle,

CAN. A. DENNIS.

Theophyllin and Theocin.

In the report of the address delivered by Professor Coblenz at last month's meeting of the Society of Chemical Industry, printed on page 303 of the *AMERICAN DRUGGIST* for November 23, the types made him speak of theophyllin as an alkaloid occurring in *quinine*, instead of in *tea leaves*, as intended. Professor Coblenz said that various combinations of quinic acid with uric acid solvents, more particularly the substituted diamines, had been introduced within a recent period, and the synthetic production of theophyllin, a natural alkaloid occurring in tea leaves, was described, together with theocin, another name for the same substance.

The synthetic theophyllin introduced by C. F. Boehringer & Soehne, of New York, and Mannheim, Germany, is made from uric acid extracted from guano, and this firm prepare caffeine synthetically from the same source.

The Farbenfabriken, of Elberfeld Company, manufacture theophyllin, according to Dr. W. Traube's method, which is a very roundabout and expensive one. They call their theophyllin "Theocin," and have protected this name as a trade-mark.

Peroxide Skin Lotion.

Hydrogen dioxide.....	f. 5
Glycerin	f. 5
Rose water.....	f. 5

THE DISPENSING OF RESINOUS TINCTURES.¹

BY HAROLD WILSON, B.Sc.

Pharmacist to University College Hospital, London.

A CLASS of preparations, generally called "resinous tinctures" for the sake of brevity, present certain difficulties when dispensed in an aqueous vehicle. In my experience every dispenser has a panacea which he employs discriminately to overcome these difficulties; but doubts have long been in my mind as to the utility of following the same method of treatment for each of these tinctures. I, therefore, carried out a few experiments, which were afterwards supplemented, to clear up speculations.

Before proceeding to describe these it will be just as well to make quite clear what the difficulties are which have to be overcome. Compound tincture of benzoin is a solution of resinous matter in strong alcohol; when this tincture is poured into the water the weak alcohol produced is no longer capable of dissolving the resin, which is therefore precipitated. The precipitate is at first in a fine state of division, but it rapidly agglutinates to form lumps, which adhere to the sides of the bottle and render accurate dosage impossible. This aggregation of fine particles to produce larger ones is brought about by surface tension which exists on the boundary surfaces between solids and liquids. The enlargement of the particles has the effect of reducing the area of the surface in contact with the liquid, and is an example of the universal law which causes matter to place itself in the position of least resistance. In some cases, however, we obtain a colloidal solution instead of precipitation, and, under certain conditions, such solutions deposit resin very slowly, if at all. Picton and Lander, in most interesting papers, have shown that in such cases, although the substance appears to be in true solution, it is really separated in particles which can be detected by the aid of a powerful microscope. These particles are seen to undergo a regular series of movements (Brownian movement), so that there is no tendency toward deposition. They concluded from the results of their experiments that there was no sharp line of demarcation between so-called true solutions and pseudo or colloidal solutions; but to further discuss this question would take me beyond the bounds of the present paper.

These colloidal solutions are very sensitive to the presence of salts, acids and bases, all of which cause precipitation of the dissolved matter unless some chemical combination takes place. They can only be prepared in anything approaching a stable condition by using pure distilled water. When resinous tinctures are dispensed with distilled water, it is probable that in all cases some part of the resin remains in solution (colloidal), though the greater proportion may be precipitated; in some cases the whole remains in solution, and no precipitation takes place, at least for a time. Although colloids are said to have an indeterminate solubility, it appears, from my experiments, that weak solutions are more stable than strong ones. As just mentioned, colloidal bodies are easily precipitated from their aqueous solution by salts, acids, and bases when no chemical action takes place between the colloid and the substance added. It will be seen, therefore, that any resinous tinctures which are compatible with distilled water may give trouble when prescribed with either salts or acids. With alkalies or salts which yield strongly alkaline solutions by hydrolysis (such as borax) they may, however, yield clear solutions owing to combination of the acid resins with alkali to form soluble compounds.

The object of my experiments was to answer the questions:

(1) Is any suspending agent required when a resinous tincture is dispensed in an aqueous vehicle?

(2) If so, what are the relative values of acacia and tragacanth under varying conditions?

THE USE OF SUSPENDING AGENTS.

The first question was answered by observing the results obtained by dispensing each tincture (a) with distilled water, and (b) with a solution of a neutral salt.

With Distilled Water Only.

Mixtures made as follows:

R. T. 5i
Aquam, ad. 5i

The following tinctures yielded colloidal solutions or easily diffusible precipitates or a mixture of the two:—Tincture cimicifugæ, hydrastis, lupuli, podophylli, benzoini simplicis and myrrhæ. The two latter only remained as satisfactory mixtures for a few days when the above formula was employed,

but with a smaller quantity of tincture they were much more permanent.

Separation of resin or other matter not readily diffusible was more or less rapid with the following: Tincture asafetidæ, benzoini composite, cannabis indicæ, cubebæ, gualaci ammoniatæ, jalapæ, quininæ ammoniatæ, sombul, toluatanæ, benzoini simplicis, and myrrhæ (the two last only when present in quantity).

With Solutions of Salts.

Since the precipitation of colloids from solution is practically independent of the nature of the salt used, sodium chloride has alone been employed in these experiments.

Mixtures were made as follows:

R. T. 5i
Sodii chloridi. gr. 5
Aquam, ad. 5i

Of the foregoing tinctures which form satisfactory mixtures with distilled water, all require the addition of some suspending agent except the two following: Tincture cimicifugæ and lupuli. As the addition of salts always increases separation, all those tinctures incompatible with water alone become still more so on the addition of salts; to these must be added the following:—Tincture myrrhæ and benzoini simplicis (in all proportions), hydrastis and podophylli.

ACACIA COMPARED WITH TRAGACANTH.

In order to determine the relative value of acacia and tragacanth as suspending agents, mixtures were made without the addition of salts.

Without Salts.

Mixtures were made as follows:

R. T. 5i
Muc. acaciæ. 5i
Aquam, ad. 5i

And

R. T. 5i
Muc. tragacanthæ. 5i
Aquam, ad. 5i

In the first few cases different methods of mixing were tried. Thus, in the case of acacia (a) the mucilage was diluted with twice its volume of water, the tincture then added, and afterwards the remainder of the water. (b) The mucilage was diluted with as much water as possible, and the tincture then added. As anticipated, it was found that (b) yielded the better results, the precipitate being in a finer state of division and more easily diffusible. This method was therefore exclusively used for further experiments.

In the case of tragacanth the following methods of mixing were tried:—(a) The tincture was mixed with the calculated quantity of powdered tragacanth, twice its volume of water added and the mixture agitated, and then the remainder of water added. (b) The mucilage was diluted with twice its volume of water, the tincture then added, and afterwards the remainder of the water. (c) The mucilage was diluted with as much water as possible, and the tincture then added.

(a) Was found unsatisfactory in some cases; there is not much difference in the results yielded by (b) and (c), but the latter possesses slight advantages.

This method was, therefore, exclusively used for further experiments.

The result of the experiments went to show that in each case acacia yielded a more elegant mixture than tragacanth; but where the quantity of precipitated matter was considerable it was unsuitable, owing to the fact that the separated matter adhered to the base of the bottle, and could only be diffused with difficulty. This was the case with the following:—Tincture benz. co., jalapæ, myrrhæ and toluatani.

On the other hand, acacia yields the better results with tinct. asafetidæ, benz. simp. (when necessary), cannabis ind., cubebæ, gualac, ammon., and sombul.

Tragacanth is useless for tinct. benz. co., quin. ammon., and toluat. It answers well for tinct. jalap. and for tinct. myrrh. when the quantity of the latter tincture is so large as to necessitate some addition. In other cases, it possesses no advantages over acacia, and does not form such elegant mixtures.

It will be seen that neither alone is suitable for tinct. benz. co. or toluat. The two combined, however, answer admirably, and make a perfect mixture. The following formula can be used:—

R. T. 5i
Muc. acaciæ. 5i
Muc. trag. 5i
Aquam, ad. 5i

Dilute the mucilage of acacia with as much water as possible; add the tincture, and, lastly, the mucilage of tragacanth. This method of procedure is the best possible.

¹ Address to the School of Pharmacy Students' Association, November 6, 1903, from the *Pharmaceutical Journal*.

With Salts.

Mixtures were prepared from formulæ similar to those described, but with the addition of 10 grains of sodium chloride to each ounce. The presence of salts does not affect the value of acacia where its use has been previously recommended, except in the case of tinct. cannab. ind., which is now better dispensed with tragacanth. Tinct. podolph., which, in the absence of salts, requires no addition, is, in their presence, better dispensed with acacia. Tragacanth still answers for tinct. jalap and myrrh., and must now be used for tinct. hydrastis, which in the absence of salts requires no addition. A mixture of acacia and tragacanth makes a good mixture with tinct. benz. co. and tolu. in the absence of salts. Glycerin, syrups, etc., were tried in some cases, but though they have some "suspending" effect, their use is, as a rule, insufficient; obviously they can only be used when ordered in the prescription.

The following list, arranged alphabetically, may be useful for reference:—

Asafoetida.—Acacia to be used in all cases, because more elegant than tragacanth, which in other respects is equally good.

Benz. co.—Acacia and tragacanth must both be used in all cases.

Benz. simp.—No addition necessary in absence of salts if quantity be small. Acacia good in all cases. Tragacanth good in absence of salts, but useless in their presence.

Cannab. ind.—Use acacia in absence of salts and tragacanth in presence of salts.

Cimicifuga.—No addition necessary in any case.

Cubebæ and gualac ammon.—Use acacia in all cases.

Hydrastis.—No addition necessary in absence of salts. Use tragacanth in presence of salts.

Jalap.—Use tragacanth in all cases.

Lupul.—Same as cimicifuga.

Myrrh.—No addition necessary in absence of salts if quantity be small. If the quantity be large, tragacanth should be used in all cases.

Podoph.—No addition absolutely necessary in any case, but the addition of acacia makes a more elegant mixture in the presence of salts.

Quin. ammon.—Use acacia in all cases, but such mixtures become unrepresentable after about 14 days.

Sumbul.—Same as cubebæ.

Tolut.—Same as benz. co.

It may be emphasized that these recommendations are the result of observations on the keeping properties of all the mixtures made. None has been kept less than a month, and it has been found that what yields the most elegant product when freshly prepared may become anything but satisfactory on keeping.

SELECTIONS FROM THE FORMULARY OF THE PHARMACEUTICAL SOCIETY OF ANTWERP.¹

Iodized Collodion.

Iodine, 5; collodion, 95. Mix.

Phenolized Collodion.

Phenol, 2; collodion, 98. Mix.

Salicylic Acid Collodion.

Salicylic acid, 2; collodion, 98. Mix.

Soap Solution of Cresol.

Crude cresol, 1; soft soap, 1. Melt the soap on the water-bath and stir in the cresol. By cresol the "sharp oil" of the gas-works is intended.

Cresol Water.

Soap solution of cresol, 1; distilled water, 9. For disinfection ordinary water may be substituted for distilled water.

Licorice Water.

Fluid extract of licorice, U.S.P., 3; water, 97.

Carbolic Water.

This formula was originally given containing 3 per cent. of phenol; but in conformity with the formula of the International Conference the strength has been now reduced to phenol, 2; distilled water, 98.

Compound Elixir of Orange.

Orange peel, 200; cassia bark, 40; potassium carbonate, 10; sherry, 1,000. Macerate at 20 degrees C. for eight days, press,

and add sufficient sherry to the liquid to bring the weight to 920. In this liquid dissolve extract of gentian, 20; extract of wormwood, 20; extract of menyanthis, 20; extract of cascarrilla, 20. Set aside to deposit and filter.

Spirit of Ants.

Alcohol, 90 per cent., 70; water, 26; formic acid, sp.gr., 1.060 to 1.063, 4.

Hebra's Spirit of Soap.

Pure soft soap, 120; alcohol, 90 per cent., 60; spirit of lavender, 5. Dissolve and filter.

Granulated Glycerophosphate of Calcium.

Calcium glycerophosphate, 50; simple syrup, 100; sugar in granules, 885. Put the granulated sugar in a basin on the water-bath, gradually add the syrup in which the glycerophosphate has been rubbed down, stir until the mass is quite dry, and pass through a hair-sieve to separate the aggregated granules of sugar.

Granulated Glycero-Kola.

Alcoholic extract of kola, 1; alcohol, 90 per cent., 1; granulated glycerophosphate of calcium, 19. Dissolve the kola extract in the alcohol, pour this upon the granules in a dish, stirring so as to evenly distribute the liquid. Place the dish on the boiling water-bath and stir until dry.

Oil of Chloroform.

Olive oil, 3; chloroform, 1. Mix.

Granulated Kola.

Alcoholic extract of kola, 1; alcohol, 90 per cent., 1; granulated sugar, 19. Dissolve the extract in the alcohol, moisten the sugar (previously placed in a dish) evenly with the solution. Then transfer the dish to a boiling-water bath and stir the granules until they are dry.

Boudin's Arsenical Solution.

Arsenious acid, 1; distilled water, 1,000. Add the arsenic to water, 500, in a flask; boil until it is dissolved. When cold make up to 1,000 with more water.

Bonain's Anaesthetic Solution.

Menthol, 3; crystalline phenol, 3; cocaine hydrochloride, 1. Warm the phenol and menthol until they liquefy; add the cocaine hydrochloride and stir until it is dissolved. The liquid becomes solid on cooling. It is insoluble in cold water, but very soluble in alcohol. Its alcoholic solution is caustic.

Acetone Solution of Coal Tar.

Coal tar, 1; benzol, 2; acetone, 10. Dissolve the tar in the benzol; add the acetone and filter.

Crede's Colloidal Silver Ointment.

Colloidal silver (collargol), 3; distilled water, 1; white wax 2; benzoated lard, 7.

Hebra's Ointment.

Lead plaster, 1; olive oil, 1.

Compound Rosemary Ointment.

Lard, 25; yellow wax, 5; concrete oil of mace, 2. Melt together and add oil of rosemary, 1; oil of juniper, 1.

Rhubarb and Quinine Pill (King's Pills).

Powdered cinchona bark, 1; powdered aloes, 1; extract of rhubarb, 1; extract of taraxacum, 1. Mass.

Liquid Tar Soap.

Norwegian tar, 1; Hebra's spirit of soap, 3. Mix.

Liquid Cade Oil Soap.

Cade oil, 1; Hebra's spirit of soap, 3. Mix.

Liquid Ichthyol Soap.

Ammonium ichthyol, 2; distilled water, 3; Hebra's spirit of soap, 15.

Syrup of Phenol.

Crystalline phenol, 1; syrup of peppermint, 999. Mix.

Compound Bromoform Syrup (Rami's Syrup).

Bromoform, 4; tincture of aconite, 4; codeine, 1; alcohol, 90 per cent., 95; syrup of tolu, 1,400; syrup of red poppies, 500. Mix.

Catechu Syrup.

Tincture of catechu, 1; simple syrup, 9. Mix.

(To be concluded.)

¹ Translation in the *Pharmaceutical Journal*.

French Pharmacy.

A Retrospective Review of 1903—A Year of Centenaries, Statues and Medals—Obituary.

From our Paris Correspondent.

IN France, 1903 was above all the "Centenary Year" of Pharmacy. The most important centennial celebration was evidently that of the Paris Society of Pharmacy (fully reported in our columns last month), but several others, which passed comparatively unnoticed, were almost equally interesting.

THE "LAW OF GERMINAL,"

which still regulates French Pharmacy, is a case in point. It was passed on the "21st of Germinal of the Eleventh Year of the One and Indivisible French Republic,"—in common parlance, April 11th, 1803. This Act is therefore noteworthy as having survived an entire century practically unmodified. The only change made has been the abolition of the "second-class" diploma, voted by the French Parliament a few years ago. It may therefore claim to be a fairly successful attempt to solve the problem of pharmaceutical legislation. It has kept the French pharmacist at a high standard of scientific knowledge, and protected the public by confining the sale, not of scheduled forms as in England, but of all compound medicaments, etc., to a skilled and qualified class of men. The chief arguments for its revision are founded in the immense development of the commercial and manufacturing side of pharmacy, an evolution which could hardly have been foreseen by the framers of the act a hundred years ago. A draft new Pharmacy Law is at present awaiting its chance for discussion by the Chamber of Deputies, but the older men in pharmaceutical circles here have seen so many of these bills drafted and dropped that mild scepticism as to its fate is always permissible.

So the ancient law remains for the present. With regard to the "second-class diploma," this was probably merely intended to avoid a shortage of pharmacists when European war was decimating the French male population. The unification of the diploma, now effected, would certainly have appealed to the lover of centralization and uniformity who promulgated the Law of Germinal as "Bonaparte First Consul."

THE THREE "SUPERIOR" SCHOOLS OF PHARMACY

founded by this act have consequently, in an official sense, just completed their hundredth year of existence. The Paris School did not celebrate on its own account, but was intimately connected with the Society's centenary functions already mentioned.

The Nancy Superior School was founded at Strasbourg in 1803, but was not really organized till many years later: it was transferred to the present site after the German annexation of Alsace-Lorraine in 1871, and has always been the least important of the three schools. A history of the school was published by M. Lambert de Cilleuls, secretary of the institution, in celebration of the centenary. But the only School Centenary Festival held was that of

THE MONTPELLIER SCHOOL OF PHARMACY.

Montpellier is a pleasant Southern town of modernized aspect, but the Superior School of Pharmacy is lodged in an old-fashioned convent-like building, in the midst of a labyrinth of narrow, steep, pebble paved streets, and seems an oddly inappropriate site for up-to-date scientific teaching. It was probably because the School contained no apartment sufficiently large and handsome enough for the event that the ceremony took place in the Great Hall of the University. The audience numbered some 500, Southern pharmacists, of course, predominating, but they were largely intermingled with outsiders, for the general Association of French Pharmacists (the French N. A. R. D.) and the South-Eastern Pharmacists' Federation had both decided to hold their annual meetings at Montpellier on this notable occasion, and government officials and university professors, etc., swelled the attendance.

The principal feature was
A HISTORY OF THE SCHOOL OF
PHARMACY,

read by M. Massol, the director of the schools. As this interesting document seems not to have been published in any American or British pharmaceutical journal, an outline of its contents may not be out of place.

It was noted by M. Massol that Montpellier had been a center of medical and pharmaceutical instruction for the last thousand years or so. In A. D. 1100, it vied with Paris and Bologna as the home of learning. It was also an important commercial emporium, Oriental drugs being largely imported there. The Montpellier Corporation of Apothecaries prepared the famous electuaries (Theriac, Mithridate, etc.) in the presence of the Doctors of the Faculty of Medicine, who sealed the huge jars with the seal of the University ere they were transported to the great fair of Beaucaire for sale, and thence carried throughout the then known world. Pierre of Montpellier was Apothecary to King Edward III of England in 1360, and the status of pharmacy in the city was always exceptionally high; witness the fact that in 1573 the Apothecaries' Corporation was elevated to the dignity of a "college," and authorized to grant diplomas for all France. In 1550 the Garden of Simples was founded, the first botanical garden in Europe except those at Pisa and Padua (Italy). When the Faculty of Paris still held for the three S's—"Saignée (blood-letting, senna and syringe)"—Montpellier was already con-



EUGÈNE COLLIN.
Hambury Medalist, 1903.

vinced of the merits of chemical medicaments. And thus M. Massol continued down to the present time, alluding to the worthies of the Montpellier School, Soubeiran and the Plançons, Baillet, Diacon I. Gay, Jean Jean, etc.

Several of these, by the way, have their busts or statues in the school or town, for

STATUES TO CHEMISTS

are frequent and ever increasing in modern France, as every tourist must have noticed. Gay-Lussac at Limoges, Chevreuil at Angers, Berthollet at Annecy, Lavoisier at Paris, etc., etc. Pasteur has been as elegantly "statueed" as ever during the last twelve months; monuments having been erected to his memory at Marnes (near the branch Institute at Garches, where the great savant breathed his last) and at Chartres. The Parisian statue will probably be erected in 1904, not far from the Pasteur Institute; Lille, Dole, Melun, Alais, etc., already boast handsome and appropriate monuments.

A bust of Auguste Laurent, a distinguished French chemist, who was one of the apostles of the atomic theory, was one of the features of the "Salon" of 1903 and has since been unveiled at Langres by the French Minister of Agriculture.

At the Nancy School of Pharmacy a memorial has been erected to the memory of Bleicher, Director of the School, who was shot in 1901 at the door of his laboratory by M. Raymond Four, a large retail pharmacist whom he had denounced. On making his rounds as Inspector of Pharmacies, M. Bleicher noticed some cinchona bark of bad quality in M. Four's officine, and drew up a report accordingly. M. Four called on the Director with the evident object of getting the matter hushed up, and upon M. Bleicher's refusal, drew a revolver and shot him dead on the spot. M. Four then turned his weapon against himself, and both men were found dead on the floor by the attendants who were attracted by the reports.

A statue was recently unveiled at St. Just to René Haüy (1743-1822), a French priest who took up mineralogy as his hobby, and established that the elementary crystalline form of a body depends upon its chemical composition.

PASTEURISM AND SEROTHERAPY.

have attracted as much attention as usual. Even Royalty nowadays interests itself in practical bacteriology. Queen Amelie, of Portugal, made a special point of visiting the Pasteur Institute and Hospital in detail when on her visit to Paris. The principal Pasteurian novelty of 1903 was the introduction of Dr. Martin's anti-diphtheria pastilles. Many people object to hypodermic injection, especially as a prophylactic, but these lozenges of serum mixed with gum seem to have a good effect



HENRI MOISSAN.

on sore throats and are recommended for preventive purposes for adults and children alike.

Dr. Marmoreck, a young Austrian who has long been connected with the Paris Pasteur Institute, has sent in his resignation. The Institute refused to morally endorse his new anti-tuberculosis serum until its efficiency is more fully proved, while M. Marmoreck is confident as to its results.

The matter created a good deal of interest at the Academy of Medicine.

FOREIGN SCIENTIFIC HONORS

have fallen to a distinguished French chemist and a well-known French pharmacist. M. Henri Moissan, the recipient of the Hofmann Medal at the Berlin International Congress of Applied Chemistry, was for many years Professor of Toxicology at the Paris School of Pharmacy. He will be familiar to American readers as the French delegate to the Princeton sesquicentenary celebrations a few years ago, and to the "man in the street" as the pioneer of the electric furnace and the maker of artificial diamonds. A press campaign has been recently raised on this latter subject, M. Moissan being challenged by a French chemist to produce diamonds in the presence and under the control of a scientific jury. Whether this is anything more than a mere personal attack remains to be seen.

The Hanbury Medal for 1903 was voted by the Pharmaceutical Society of Great Britain to M. Eugène Collin, a distinguished French pharmacist. He served behind the counter at Verdun and at Colombes from 1871 to 1888 and now lives

in retirement at the latter town (a suburb of Paris). He wrote the work on "Simple Drugs" published in 1894-5, in collaboration with M. G. Planchon, and has made valuable contributions to the microscopic study of *materia medica*. He is still interested in a Paris patent medicine firm.

Prof. Adolph Carnot, who was raised to the dignity of Officer of the Legion of Honor last year, teaches chemistry at the School of Mines, and is brother to the murdered President of the French Republic. A curious incident took place at this School of Mines lately; some of the French crown jewels (pearls, etc.), handed to the school when they were depressed in 1887, being offered for sale, to raise funds to fit up new chemical and other laboratories.

THE DEATH ROLL OF 1903

was not a heavy one in the ranks of French chemists and pharmacists, though M. Nocard, the Pasteurian veterinary bacteriologist and Director of the College at Alfort died in May. Mr. T. P. Hogg, who died at Mentone about the same epoch, was the oldest English pharmacist in Paris. He was born in Derbyshire in 1814 and came over to France in 1840; went through the regular curriculum and examination at the Paris School of Pharmacy, and opened his officine in the rue Castiglione (opposite the Hotel Continental) in 1849. This was, of course, in the time of the short lived "Second Republic." In 1852 the Second Empire was established and for the next 18 years the brilliant Court of Napoleon III drew wealthy and titled tourists to Paris, and the pharmacy, situated in the centre of the hotel quarter, flourished accordingly. In 1871 came the Commune, when barricades barred this street and residents had an exciting time, the Vendôme Column, a mere stone's throw from the pharmacy, being pulled down. But governments came, and governments went, and Mr. Hogg's pharmacy continued; nay, more, his son (Dr. W. Douglas Hogg), "moving westward" like all progressists, opened an establishment of his own in the Champs-Élysées. Mr. T. P. Hogg practically introduced cod liver oil in France as a medication. He kept up the best traditions of pharmacy and had an excellent clientèle, headed by H. M. Edward VII, who was a customer of Mr. Hogg's long before he ascended the British throne.

Toxic Properties of Quillaia.

A communication from an English physician is printed in a recent issue of the *Chemist and Druggist*, in which attention is called to the danger attached to the use of the extracts of soap bark and senega as emulsifying agents. The writer says:

A lecture was delivered this week before the Therapeutical Society at Apothecaries' Hall by Dr. R. B. Wild on "The Pharmacology of the Saponins," in the course of which the lecturer demonstrated the fact that quillaia bark possesses extremely powerful toxic effects on the heart. So readily is the effect produced by the weakest solutions of this drug on the excised heart of the frog, a quantity as minute as one part of sapotoxin in 100,000 of water can be detected by the physiological test. Dr. Wild rather startled his audience by informing it that some dispensers are in the habit of using tincture of quillaia in place of mucilage in bismuth-mixtures, and that in consequence the prescriber sometimes finds the mixture produces gastric irritation, instead of allaying it. The meeting at once recognized a possible danger in this reprehensible practice, if it really exists, as we were assured it does. It was also stated that quillaia is employed in emulsifying oils, such as cod-liver oil preparations. My object in asking you, sir, to publish this note is that pharmacists may be made aware of the potency of this drug on the heart-muscle, and if it be the fact that both in medicines for internal exhibition and in articles of food this dangerous drug finds a place, those who are responsible for its use may be made aware of the risk they run.

An Ancient Egyptian Pharmacy.

Rheindt of Bucharest, publishes in the *Bulletinul asociatiunii generale a corpului farmaceutic din Romania* an address of an exhaustive nature, comprising all that we now know concerning the pharmacy of the civilization of the ancient Orient. The author has among other things described the traveling pharmacy or, as some hold, the toilet case of the Queen Mentuhotep, dating from about the year 3000 B. C. As a matter of fact the case embraced some of the attributes of both the toilet case and of the pharmacy. The principal contents of the case were in the line of cosmetics, the indications being that Mentuhotep was as much devoted to cosmetics as was her more celebrated successor Cleopatra, some 2000 years later.

Queries and Answers

We shall be glad, in this department, to respond to calls for information on all pharmaceutical matters.

Cyanogen Method Requires Caution.—We continue to receive letters from subscribers regarding the recent notes in this department on methods of exterminating fleas. In our last issue we gave an account of the method devised by C. L. Marlatt, one of the entomologists of the U. S. Department of Agriculture, which provided for the use of cyanogen gas, obtained by the action of sulphuric acid on potassium cyanide. In printing this we took it for granted that pharmacists would know enough to warn users against the danger to human or animal life from the inhalation of the fumes, but a correspondent has taken us to task for this neglect. He says: "I notice in the AMERICAN DRUGGIST, on page 334, you give a method for killing fleas by cyanogen gas. I am sure it will kill the fleas, but what about the horrible death which will come to the man, woman, child, dog, cat, or other animal that happens to get a whiff of the gas. Don't you think it would have been better to have introduced a cautionary note? Some clerk in a photographic establishment may furnish to a customer, who is troubled with fleas and cockroaches, the chemicals for getting rid of the fleas, and you can easily see that some enterprising boy with a tendency to experiment, might take hold of this and kill fleas all right, and possibly his grandmother, mother, or the family cat."

Our correspondent is right, a word of caution should have been appended to our note regarding the possible dangers from this method of exterminating fleas. It should not be employed unless the building, house or apartment has been previously emptied of its human or animal occupants, and the house should be well aired before they return.

Dispensing Queries.—C. A. B. sends a batch of queries regarding the best methods of compounding the accompanying prescriptions:

- (1) Resorcin..... }āā 3i
 Betanaphthol... }
 Ol. ricini..... }ā. 3i
 Tinct. canthar..... }ā. 3i
 Spt. vini rect..... }ā. 3i
 Aquæ, q. s. ad..... }ā. 3iv

In connection with the foregoing formula our correspondent puts some general questions in regard to the use of antiseptics in hair tonics. Among other things he asks why ether is used in some hair tonics and if full strength alcohol is injurious to the hair.

- (2) Sodii bromid..... }3i
 Tinct. valerian..... }3i
 Tinct. asafoetida..... }3i
 Aquæ, q. s..... }3i

(3) What chemical change takes place in the following. If ferric acetate were formed wouldn't the solution be red?

- Magnesi sulph..... }3i
 Acid. acetic..... }3ss
 Ferri sulph..... }3ss
 Aquæ, q. s..... }3xvi

(4) How should the following be massed:

- Iodoform..... }gr. xij
 Pepsin..... }3i
 Balsam Peru..... }lxxij
 Div. in capsul. 24.

- (5) Ammon salicylat..... }3i
 Ammonal..... }gr. xxiv

M. ft. Fill in capsules No. xxv.

- (6) Strych. sulph..... }gr. i
 Quinin. bisulph..... }gr. lx
 M. et fiat mass. Div. in caps. 20.

(1) Obviously the best method of dispensing this prescription will be to dissolve the resorcin and betanaphthol in the tincture of cantharides and the castor oil in the alcohol. The two solutions should then be mixed and the quantity of water necessary to bring the bulk up to 3iv, added slowly with frequent shaking. Ether is used in some hair preparations for the purpose, we suppose, of dissolving the fatty secretion which sometimes collects around the hair follicles, and, hardening, causes obstruction whereby the hair is deprived of its natural fat and dies. Betanaphthol, resorcin and similar antiseptics are employed principally for their antiseptic action. The constant application of strong alcohol to the scalp would certainly be injurious.

(2) In this mixture the asafoetida is "salted out" of the aqueous solution of sodium bromide and a satisfactory mixture is only obtainable by the addition of a little mucilage of acacia. The mixture is a somewhat concentrated one, but if the sodium bromide be dissolved in water 3i and sufficient mucilage of acacia be taken to make up the bulk of the mixture, a fairly presentable prescription may be turned out. The tincture of asafoetida should be incorporated with the mucilage before adding the tincture of valerian and this mixture should in turn be added to the solution of sodium bromide, first formed.

(3) If the ferrous sulphate be pure and unoxidized, no reaction whatever should take place. But the ordinary iron sulphate, as found in the druggists' shop bottles, is usually slightly decomposed, the ferric salt being constantly formed on the surface, and in this case the addition of acetic acid to a solution of such a salt would result in the formation of a slight amount of ferric acetate, which would impart a red color to the solution, varying in intensity from a yellow red to a dark red, according to the dilution. It is quite likely that a mixture of the kind here formulated would develop color on keeping, owing to the oxidizing action of the magnesium sulphate on the ferrous salt.

(4) Our correspondent has neglected to state the quantity of balsam of Peru, which is intended to be used here, but the character of the prescription would seem to call for the use of some inert powder, sufficient, if gr. lxxij of the balsam of Peru is intended, to make a 10-grain capsule. The iodoform and pepsin should be rubbed up together with the requisite amount of absorbent powder, say powdered althea, and the balsam of Peru incorporated slowly to form a mass.

(5) We see nothing to call for special comment in this prescription. Ammonol is a proprietary preparation, of whose composition we are ignorant, but as it is a powder, we think the two substances could be rubbed up together and filled in capsules as a dry powder.

(6) The same remarks apply to this prescription; extreme care will, of course, have to be taken to insure the complete diffusion of the strychnine sulphate through the quinine bisulphate. It might be well to first prepare a trituration of sugar of milk with strychnine sulphate of a strength of say 10 per cent., and use an equivalent amount of this trituration for incorporation with the

quinine in order to insure thorough division of the strychnine.

BUSINESS BUILDING.

This Department is devoted exclusively to the discussion of ways and means of increasing the pharmacist's business. The Department Editor will be glad to answer promptly all questions pertaining to advertising, to criticise advertisements, suggest improvements, and advise upon plans and schemes.

THE NEW YEAR.

"THERE is no sentiment in business," is one of those old-time trade adages that was true in its day, but is palpably untrue at the present time.

Things have changed in the commercial world since the above adage was formulated. There is a whole lot of sentiment in business to-day, and the business man who gives to his advertising the added grace of a little touch of sentiment now and then, is a wise advertiser.

In the first advertisement published in 1904 it is a proper and graceful act to drop business for the moment and use the customary advertising space to send a New Year's greeting to one's patrons and friends.

The "Greeting to Our Friends and Patrons," shown in group No. 1, on this page, is a good form of New Year's ad.

After giving the customary greeting and passing the compliments of the season, it gives a common sense, manly talk about the pharmaceutical service and business methods of this establishment that has the ring of honesty and truth. The ad. impresses one with the idea that this is the kind of drug store we should like to trade

at, a clean, first-class, up to date, knows its business drug store. Good as this ad. is, we think it might be improved by including in the first paragraph a few words of thanks to customers for their favors during the past year.

The compliments of the season, with its ornament of holly sprays in the upper left corner of group No. 1, is a heading clipped from an ad. of another line of business. This would make a graceful style of heading for a New Year's greeting, the old English letters being well adapted for such an announcement. The holly sprays is a stock ornament and will be found in most print shops.

The "Rubber Goods," "Chapped Hands" and "Progressive Euchre" ads. in this group are all good examples of retail drug advertising in the weekly newspapers of the smaller towns. The stories are well told and the type display is good. When a country weekly does give attention to the display composition of its advertising columns its advertisements are away ahead of those in the great majority of dailies. The best examples of type display usually come from country weeklies.

The advertisement of "—'s Drug Stores," which appears in the lower left-hand corner of group No. 1, is an example of the "standing ad," or "card," as it is called in newspaper parlance, and in the smaller papers usually has "tf" in very small type in the lower corner of the space it occupies in the paper. This is the printer's mark, "till forbid," meaning that the ad is to appear in every issue of the paper until the advertiser stops it—forbids it. Good advertising is an investment—a business builder—but advertising of this sort is an expense—a dead drag upon a business.

Those who advertise in this fashion are usually the

We extend to our Friends and Patrons cordial wishes for

A Merry Christmas

A Happy and Prosperous New Year

GREETING To Our Friends and Patrons

Wishing them a bright and prosperous New Year, we bestow a continuance of their favors.

We will not here indulge in a lot of "highfalutin" about our plans for the coming year. To those who have given us their patronage, the past is a guarantee of the future. We will continue to offer a high-class pharmaceutical service and fair and square business dealing, giving, always, value for value received, a dollar's worth for every dollar.

To those who have not yet patronized us, we wish to say that we offer the best drug store service to be found anywhere, even in the high-class city pharmacies.

Our prescription department is equipped and stocked with THE BEST; Better cannot be had.

Our working methods include a modern double-checking system that insures against error or substitution. Not but Registered Pharmacists handle prescriptions.

SAVE YOUR DOCTOR TELEPHONE
YOUR PRESCRIPTIONS TO

'S Drug
Stores

10th and Pacific Sts. 6th and Hickory
Cor. King Hill and Missouri Avenues
REGISTERED DRUGGISTS BROWN
STAMPE
ANYTHING DELIVERED ANYWHERE

Pharmacy,
Grip Breakers

We've got the little tablet that do
11: 25 50 1/2 a box.

's Drug Stor

ALL-RUBBER RUBBER GOODS.

We buy our rubber goods at frequent intervals direct from the manufacturers. We do this for three reasons.

1. We want reliable goods.
2. We want fresh goods.
3. We want to save all the cost we can for customers.

Rubber goods of inferior quality are about the dearest articles that can be bought. Here you get grades of assured reliability, you know they are fresh, and you get them at the most reasonable prices.

Syringes, hot water bottles, Nursery and sick-room goods.

Warm up with
hot drinks.

Our fountain is as well equipped for serving hot beverages in winter as it is for serving cold ones in warm weather. We rather pride ourselves on

Our Hot Cocoa,

GROUP No. 1 Chapped Hands,

red, roughened, tender skin, so dry and brittle that it cracks and itches, are the result of exposure to the dry, cool air of winter. Harsh soaps are a contributing cause and also an aggravation of the trouble. Not, necessarily, impure soaps, but strong soaps. Full of strong alkali that washes away the natural oil which keeps the skin soft and flexible.

Prevention and Treatment? Use good, mild soap. Wear gloves whenever possible and apply one of the following remedies—a little after washing the hands each time, and a liberal application at bed time, covering the hands with thin gloves at night.

One remedy will not suit all skins. We make a number suit all cuticles and conditions.

- | | |
|------------------------|-------------|
| 's Glycerine Lotion | 25c bottle. |
| 's Cream of Almonds | 25c bottle |
| 's Cucumber Jelly | 20c tube. |
| 's Witch Hazel Jelly | 20c tube. |
| 's Violet Jelly | 20c tube. |
| 's Cold Cream | 15c pot. |
| 's Antiseptic Ointment | 15c pot. |

Progressive Euchre!

We have just received a large consignment of the U. S. Playing Card Co.'s goods, and, as this is the height of the Euchre season, we interrupt our serial story of to tell you about them.

Everything for Card Parties.
U. S. Playing Cards:

- | | | | |
|---------------------|-----|---------------------|-----|
| Boat | 10c | "Tiger" | 15c |
| "Bicycle" | 20c | "Bicycle" | 25c |
| "Trophy" | 25c | Gilt edge "Bicycle" | 35c |
| "Trophy" | 35c | "Trophy Whist" | 35c |
| Narrow whist cards. | | | |

"Congress" playing cards are the highest grade of made and come with highly decorated fine art backs in beautiful designs. They are the cards that are so widely advertised in leading magazines.

Tally Cards at 1c, 1 1/2c, 2c, 2 1/2c and 5c each.

Point Euchre Tallies 2 1/2c.

Tally Punches, 50c.

"Jap." Napkins, with card design, 50c per 100.

When Death is on Your Trail **Prescriptions.**

Don't Forget that

**FENTON'S
DRUG STORE**

Is here to protect you. Telephone us and we will call and get your physician's prescriptions and compound them with

Pure Drugs

carefully, and to the letter of what your doctor calls for.

SOAP SUDSOne bar will make enough to cover a whole block.
We have just received**ONE TON**of that pure, green STILE SOAP that has of late made our store so famous.
Our price, one-half pound bar, including an imported Turkish wash rag, for 10c.

Remember the place.

Washington Street Pharmacy
JORN KERWIN, Proprietor,
16 Washington Street.

White Pine Syrup for colds.

Public Notice**A new, good and powerful
Cough Remedy is here-
by offered.**

To your relative, friend, or acquaintance, suffering from any kind of a cough, you will be doing a far better turn than to me—by advising the use of this strong mixture.

Do not let your druggist take you into taking something else,

He does not know how good this is.
Insist on getting it, and, faithfully used, you'll thank me.

ASK FOR

Grom's O-See-Bee-Gee

Red label—adults. Green label—children. 25c. per bottle.

**Bath
Goods**

See our Window

Sea Salt
Rubber
Sponges
Brushes
Bath Straps
Mats
TowelsEverything
for the Bath**Well! Well! Well!**We have been so busy that we have not had time to change our ad.
Don't let that grippiness run too long, but try a bottle of our**Horehound and Wild Cherry**At 25 Cents.
Then remember also that we are the only manufacturers of the

e Balm, 25c per bottle

Hot Soda, all flavors, 3c.

the NEW FICTION Library

the newest books at 2c.

you all to wait in our store

where we can give you

fun and comfortable seats.

**DE BY SIDE**have kept step with Time and
as much as we move onward.
Anything new that is good and
will be found in this stock of**DRUGS****Your Choice
of a Drug Store**May it determine the
Question of : : : :**Health
Sickness
or Death****Why take any risk?**Let us fill your Prescriptions. We
are in constant touch with the best
sources of supply.Graduates in Pharmacy fill all
PRESCRIPTIONS.Carefully, with strict orders
never to substitute or use
unreliable ingredients under
any circumstances : : : :**COUGHING
TIME
IS
COMING**You should try in a supply of
TAMARACK COUGH BALM,
so that as soon as the children,
or anybody else in the family
begin to cough, you can give
them a dose of this splendid
cure. It never fails to cure.

older generation of business men, men who established their business and reputation before they had any active competition in their line or locality, businesses that have "grown up with the town," with little or no personal effort on the part of the owners save close attention, sterling honesty and management along conservative lines. Sometimes advertising of this kind is contracted for because it is solicited by the newspapers and the expense is looked upon as the price of "keeping solid" with the paper. Or, it may be placed with a vague idea of "keeping one's name before the public."

When one hires advertising space it seems foolish to let it go to waste. That space is a field—more or less fertile, according to the circulation of the paper—and the sensible thing to do is to cultivate it, plant it with good advertising seed and raise big crops of customers. Just putting up a sign to the effect that "John Smith Owns This Field," won't pay even rent or taxes.

The ads in group No. 2 are mostly of the "how-not-to-do-it" kind.

Those in the upper right and left corners are inexpressibly bad. "Death" is a word that should be expunged from the vocabulary of the doctor and the druggist. You cannot scare up business with scare-head advertising; on the contrary, it will scare it away.

"When Death is on Your Trail" you may not forget to go to "F—'s drug store," but until then you will trade at his competitor's, Mr. Brown's, where every one seems alive and everything bright and cheerful.

The "Bath Goods" ad, with its cut of sea shore bathing appeared on the 10th of this month, in a newspaper published in a Rocky Mountain town. It seems almost as unseasonable as a sticky fly paper ad at this time. The time to sell bathroom supplies begins and ends with warm weather.

Whatever his ability as a cough cure compounder, Mr. Grom, the proprietor of O-See-Bee-Gee, is certainly a master hand at compounding letters.

"Side by Side" is a curious syndicate cut that seems unaccountably popular, we have seen it in a dozen papers from all parts of the country. The ad shown here occupied 6 inches, single column, enough to tell a long and interesting story about some feature of the business or article in stock.

"Coughing Time is Coming" is a ready-made ad that has also been widely circulated. It's not so bad as you can't sell cough cure until the cough arrives; first you can't sell cough cure until the cough arrives, first get your cough, etc.

* * *

The Druggists' Calendar of Ad Topics.**JANUARY.***Beginning of the Sickly Season.*

New Year's Greeting,
Cough Cures,
Throat Tablets and Troches,
Cold Cure Tablets,
Cod Liver Oil,
Liniments and Salves,
Chilblain Lotions,
Gargles and Sprays,
Atomizers,
Hot Water Bags,
Hot Soda,

Supplies for Card Parties,
Floor Wax,
Chest Protectors and Vests,
Hair Insoles,
Corn Cures,
Hypophosphite Preparations and
other Tonics,
Prescriptions,
Left-over Holiday Goods,
Marked Down Sale.

Diseases of the air passages become increasingly prevalent this month—catarrhal affections, cold, pneumonia, grip, sore throat, diphtheria, etc. Keep a supply of antitoxin and a cylinder of oxygen gas on hand.

CHLORAL DUTIABLE AS AN ALCOHOLIC PREPARATION.

**Decision of Great Importance to Importing Druggists—
All Chemicals in the Preparation of which Alcohol
Has Been Used Must Pay a Duty of 50 Cents a
Pound.**

A decision of much importance to importers of medicinal preparations was rendered last week by the Classification Board of the United States General Appraisers. The opinion, written by Judge Henderson M. Somerville and concurred in by other members of the board, states that importers of such preparations must give positive proof that no alcohol was used in the manufacture of preparations; otherwise the latter will be classified as alcoholic medicinal preparations. The decision was made on a protest filed by the firms of T. M. Bowman & Co., the Mallinckrodt Chemical Works and the Henry Heil Chemical Company, against the action of the Collector of Customs at this port.

The drugs involved in the controversy were salol and chloral hydrate, which the collector had assessed for duty at 55 cents a pound under the provisions of paragraph 67 of the present tariff law. This paragraph provides that all preparations containing alcohol or in the preparation of which alcohol has been used shall be dutiable at 50 cents a pound. The importers protested against the drugs being classified under this paragraph, claiming that the articles were properly dutiable at 25 per cent. ad valorem as alkalies or alkaloids, under paragraph 3 of the tariff.

A similar case was decided in favor of importers of such preparations in the United States Circuit Court some time ago, but that decision, it will be recalled, was reversed by the Court of Appeals. The latter held that while the drugs were medicinal preparations which contained no alcohol as a component part, nevertheless alcohol was sometimes used in the manufacture of same, although it was not necessary. In the present case Judge Somerville based his ruling on that decision, no satisfactory proof having been given that alcohol had not been used in the preparation of the articles imported.

In the United States Circuit Court last week Judge Platt rendered a decision on the customs protest of Merck & Co. relative to salol. The court decided that the preparation contained a minimum amount of alcohol allowed in drugs to the class it belonged and was entitled to entry at a rate of duty lower than that assessed by the collector. It was assessed at the rate of 55 cents a pound. The importers appealed to the Board of United States General Appraisers, who decided in favor of the collector, overruling the importers' claim for a duty of 25 per cent. ad valorem. The point raised was how much alcohol the drug contained or had been used in its preparation. Paragraph 67 of the tariff provides that medicinal preparations containing alcohol, or in the preparation of which alcohol is used, 55 cents per pound, but in no case less than 25 per cent ad valorem, shall be the duty assessed. The court decision was in favor of Merck & Co.

Committees of the N. A. R. D.

President B. E. Pritchard, of the National Association of Retail Druggists, has appointed the following as the standing committees for the convention years of 1903-1904:

NATIONAL LEGISLATION: John G. Beck, Baltimore, Md.; J. C. Gallagher, Jersey City, N. J.; W. H. Gale, Chicago, Ill.; J. B. Sutton, Mobile, Ala.; H. B. Guilford, Rochester, N. Y.; J. Ferris Belt, Wilmington, Del.; W. J. Bullock, New Bedford, Mass.; F. A. Snow, Topeka, Kan.; V. H. Chastian, Milton, Ore.; F. B. Haymaker, Clarksburg, W. Va.

COMMERCIAL AND FRATERNAL RELATIONS: P. W. Vaughan, Durham, N. C.; Wm. McIntyre, Philadelphia, Pa.; Edw. Williams, Madison, Wis.; O. C. Bastian, South Bend, Ind.; J. C. Burton, Stroud, Okla.

PHARMACY LAW: Lewis C. Hopp, Cleveland, Ohio; A. H. Webber, Cadillac, Mich.; F. C. Godbold, New Orleans, La.; John K. Williams, Hartford, Conn.; Geo. M. Pederson, Harlem, Iowa.

FORM OF ORGANIZATION: Geo. D. Case, Milledgeville, Ga.; Dr. J. L. Ormsbee, Springfield, Mo.; A. D. Smith, Manchester, N. H.; W. W. Parr, Spokane, Wash.; Geo. B. Williams, Albuquerque, N. M.

AUDITING: Edw. L. Baldwin, San Francisco, Cal.; Robt. M. Soper, Providence, R. I.; H. C. Groves, Ocala, Fla.; A. M. Robinson, Bangor, Maine; F. G. Stickles, Mellette, S. D.

TRANSPORTATION: F. E. Wolcott, Indianapolis, Ind.; A. J. Schumacher, St. Paul, Minn.; E. R. Sparks, Burlington, N. J.; C. A. Willenbrink, Covington, Ky.; D. J. Kuhn, Nashville, Tenn.; John Leverty, Bridgeport, Conn.; F. J. Mobbs, Hot Springs, Ark.; W. S. Kirby, Dallas, Texas; E. Muir, Quebec, Canada; W. S. Parker, Lisbon, N. D.; F. H. Halle, Lynchburg, Va.; G. B. Lewis, Cripple Creek, Mo.; Chas. E. Lathrop, Omaha, Neb.; A. C. Smith, Salt Lake City, Utah; R. E. Harris, Helena, Mont.



Ernest G. Swift, Detroit, Mich.,

The newly elected general manager of Parke, Davis & Co.

At a special meeting of the Board of Directors of the Corporation of Parke, Davis & Co., held on December 17, Ernest G. Swift, heretofore manager of the Canadian business and laboratory of the corporation, was elected to the position of general manager, to succeed the late Wm. M. Warren, whose death was reported in the AMERICAN DRUGGIST for Nov. 23. Mr. Swift is a native of Rawben, Quebec, and is now forty-two years of age. His first experience in pharmacy was gained with the firm of Lyman, Clare & Co., predecessor of the present firm of Lyman, Sons & Co., jobbing druggists of Montreal. After spending five years in the employ of this house he took the four years' course at the Montreal College of Pharmacy, serving meanwhile in a retail drug store. Graduating from this institution in 1883, Mr. Swift entered the laboratories of Parke, Davis & Co. of Detroit, gradually rising through the positions of assistant foreman in the finishing department, foreman of the capsule and gelatin coating department and purchasing agent to that of assistant superintendent. In 1892 he was made manager of the Canadian business with a laboratory and offices at Walkerville, Ont., immediately across the river from Detroit. Here he was necessarily thrown to a large extent upon his own resources, but proved eminently well fitted for the task set him, rapidly building up the Canadian business during the eleven years that he has had entire charge of it, until that branch is the most important of the branch establishments of the firm. During his term as manager of the Canadian business, Mr. Swift has had entire charge of every department of the business in that territory, including the management of the Walkerville laboratory, where some three hundred persons are employed, and has had full power over the buying, selling and advertising and over the traveling staff throughout the Dominion of Canada. His service there has therefore been the best possible school in which to train him for the still larger duties and more important tasks which now fall to him as general manager of the entire business of Parke, Davis & Co. The remarkable record in building up and expanding the business made by his predecessor, the late lamented Mr. Warren, has set a standard which it would be most creditable to Mr. Swift to live up to, and to excel which would require a rare combination of ability and training, and such a combination Mr. Swift is believed by his colleagues to possess.

At the same special meeting Frank G. Ryan was chosen to fill the place on the Board of Directors made vacant by the death of manager Warren. The honor involved in this action will be realized when it is stated that Mr. Ryan is the only man in the house outside of the officers of the corporation—the President, General Manager, Secretary and Treasurer—who has a seat on the board. That he is deserving of the tribute these know best who knew him most intimately. Coming to Parke, Davis & Co. four years ago, after a service of thirteen years in the faculty of the Philadelphia College of Pharmacy, he has attained a success as chief pharmacist, with supervision of the varied manufacturing interests of the plant, which speaks volumes for his ability, character and executive force.

IMPORTANT RECOUPMENT DECISION.

Subsequent Accounts Cannot Be Held Up on Ground That Loss Has Been Sustained Through Sale of Goods Sold Before.

The L. Rockefeller Company, retail druggists, of Englewood, N. J., attempted to meet a suit by McKesson & Robbins, wholesale druggists, New York, to recover the sum of \$1600, balance due for drugs supplied during the quarter ending March, 1903, by a countersuit for damages on the ground that McKesson & Robbins had sold them cottonseed oil for olive oil, with the result that they had been prosecuted by the State Board of Health of New Jersey and fined for selling same. The cases came up for hearing before Judge Zabriskie, of the Hackensack County Court, N. J., on Tuesday, December 22, and resulted in favor of McKesson & Robbins, judgment being awarded for the full amount claimed, with interest and costs.

In bringing their countersuit the Rockefeller Company claimed that they had suffered damage through loss of trade and the patronage of their local physicians, and consequent humiliation, this owing to the allegation made in their countersuit that the plaintiffs had sold them cottonseed oil for olive oil. On the part of the plaintiffs it was denied that they had sold inferior goods, and dismissal of the counter claim was asked on the ground that an action for recoupment could not be maintained unless the inferior goods were part of the account sued for. The Rockefeller Company admitted that the oil sold the State's Inspector had been bought over a year prior to the sale thereof, and was not therefore a part of the account for which suit was brought for collection. After hearing the evidence Judge Zabriskie decided that the plaintiff's claim was well founded and he dismissed the countersuit, giving judgment for the full amount claimed with interest and costs.

AMERICAN TRADE-MARKS IN CUBA.

Agitation for Reform of the Old Spanish Law—American Manufacturers Suffer—Great Injustice to Patentees and Manufacturers.

Proprietary medicine men, as well as other American manufacturers who export goods to Cuba, are much interested in a movement just started to correct the abuses in the island existing under the Cuban patent laws, and as set forth in a recent issue of the AMERICAN DRUGGIST. Some old Spanish laws it seems were retained in the new Republic. Among them is the patent and trade-mark law which permits the first comer to register a patent or trade-mark of any article. The applicant is not required to furnish proof of his right to the patent or trade-mark or of his financial responsibility. After a patent has been granted the patentee can have all imports of the patented article seized by the Custom House officials and sent back to the port of exportation. The patentee does not even have to manufacture the article.

AMERICANS MULCTED.

Not a few American manufacturers have been compelled to pay large sums to these grafters before the latter would allow the exports to enter Cuba. The Cuban Consul in this city has received many letters from manufacturers in all parts of the United States protesting against the practice of persons who use their trade-marks. Mr. Zayas, the Consul, however, knows of no present remedy, since the law protects the practice and no relief can be had from the Cuban courts. About the only hope American manufacturers have of getting relief is through action by Congress, either in a special treaty or by amending the Cuban Reciprocity Treaty.

One of the firms that has had trouble in this matter is the T. A. Slocum Company, of 96 Pine street, New York. They exported a proprietary medicinal preparation to Cuba, and, they say, they had to pay a good, big sum for the privilege of selling the article on the island. Thousands of dollars had been spent in advertising the preparation there, but the company forgot to register its trade-mark in Cuba. When the first cargo reached Havana, a man with a Cuban trade-mark of the remedy appeared, and demanded the seizure of the goods. They remained in the Custom House until this man had been "seen."

PAINT, OIL AND VARNISH CLUB ACTS.

This matter has been taken up by the Paint, Oil and Varnish

Club, whose Executive Committee last week adopted resolutions, as follows:

"Whereas, The experiences of the various firms exporting to Cuba have been brought to the attention of the club, and it is known that the law, or lack of law, on patents in Cuba permits unscrupulous pirates to steal the trade-marks and patents of manufacturers, it is

"Resolved, To instruct Louis J. Drake, secretary of the National Association of Paint, Oil and Varnish Clubs of the United States, to request the co-operation of all the organizations in getting their Representatives and Senators either to amend the Cuban Reciprocity Treaty or to have a new law passed for the protection of American manufacturers and merchants, as well as Cuban business men."

A POISON LAW FOR THE DISTRICT OF COLUMBIA.

Provisions of Bill—Heroin Included by Name—Anti-Narcotic Clause Provided—Will Probably be Enacted at This Session of Congress.

At this session of Congress an attempt is to be made to have House Bill 4837 favorably acted upon. Mahlon N. Kline, chairman, of the Legislative Committee of the N. W. D. A., has the matter in charge, and a careful watch is to be kept on all legislation which in any way appertains to the drug trade. The bill has been introduced by Mr. Robinson, of Indiana, and referred to the Committee on the District of Columbia. It is as follows:

TO REGULATE THE SALE OF POISONS IN THE DISTRICT OF COLUMBIA.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled:

That it shall be unlawful for any person, firm, or corporation to sell, furnish, or give away in the District of Columbia any cocaine or preparation containing cocaine or salts of cocaine, salts of morphine, or preparation containing morphine or salts of morphine, heroin, salts of heroin, or preparation containing heroin or salts of heroin, or any opium or preparation containing opium or any chloral hydrate or preparation containing chloral hydrate, medicinally pure carbolic acid or preparation containing medicinally pure carbolic acid, except upon the original order or prescription of a lawfully authorized practitioner of medicine, dentistry, or veterinary medicine, which order or prescription shall be dated and shall contain the name of the person for whom prescribed, or, if ordered by a practitioner of veterinary medicine, shall state the kind of animal for which ordered, and shall be signed by the person giving the order or prescription. Such order or prescription shall be permanently retained on file by the person, firm, or corporation who shall compound or dispense the article ordered or prescribed, and it shall not be recompounded or dispensed a second time except upon the written order of the original prescriber: Provided, That the above provisions shall not apply to preparations containing not more than two grains of opium, or not more than one-eighth grain of morphine, or not more than one-eighth grain of heroin, or not more than two grains of chloral hydrate, or not more than one-sixteenth grain of cocaine in the fluid ounce, or if a solid preparation one avoirdupois ounce, or to solutions of medicinally pure carbolic acid containing not more than two and one-half per centum of such acid: Provided further, That the above provisions shall not apply to preparations sold in good faith for diarrhoea and cholera, each bottle or package of which is accompanied by specific directions for use and a caution against habitual use, nor to liniments or ointments when plainly labeled "for external use only." And provided further, That the above provisions shall not apply to sales at wholesale by jobbers, manufacturers, and retail druggists to retail druggists, hospitals, colleges, scientific and public institutions.

Sec. 2. That it shall be unlawful for any person to sell or deliver to any minor under eighteen years of age, except upon the written order of an adult, or to sell or deliver to any person any of the following described substances, or any poisonous compound, combination, or preparation thereof, to wit: The compounds of and salts of antimony, arsenic, barium, chromium, copper, gold, lead, mercury, silver, and zinc; the caustic hydrates of sodium and potassium, solution of water of ammonia, the concentrated mineral acids, oxalic and hydrocyanic acids and their salts, yellow phosphorus, Paris green, the essential oils of almonds, pennyroyal, tansy, and savin, croton oil, coal tar creosote, chloroform, chloral hydrate, cantharides, or any aconite, belladonna, bitter almonds, colchicum, cotton root, coccineus indicus, conium, canabala indica, digitalis, ergot, hyoscyamus, ignatia, lobelia, nux vomica, physostigma, phytolacca, strophanthus, stramonium, veratrum viride, or any of the poisonous alkaloids or alkaloidal salts derived from the foregoing, or any other poisonous alkaloids or their salts, or any other virulent poison not provided for in section one, except in the manner following: It shall first be learned, by due inquiry, that the person to whom delivery is made is aware of the poisonous character of the substance and that it is desired for a lawful purpose, and the box, bottle, or other package shall be plainly labeled with the name of the substance, the word "Poison," date of sale, the name and address of the person, firm, or corporation dispensing the substance, and before delivery shall be made of any of the foregoing substances, excepting solution of water of ammonia and sulphate of copper, there shall be recorded in a book kept for the purpose the name of the article, the quantity delivered, the purpose for which it is alleged to be used, the date of delivery, the name and address of the purchaser, and the name of the dispenser, which book shall be preserved for at least three years, and shall at all times be open to inspection by the proper officers of the law: Provided, That the foregoing provisions shall not apply to articles dispensed upon the order of persons believed by the dispenser to be lawfully authorized practitioners of medicine

or dentistry or veterinary surgery: Provided further, That the record of sale and delivery above mentioned shall not be required of manufacturers and wholesalers who shall sell any of the foregoing substances at wholesale to licensed pharmacists, but the box, bottle, or other package containing such substance when sold at wholesale shall be properly labeled with the name of the substance, the word "Poison," and the name and address of the manufacturer or wholesaler: And provided further, That it shall not be necessary to place a poison label upon nor to record the delivery of sulfid of antimony, or the oxid or carbonate of zinc, or of colors ground in oil and intended for use as paints, or calomel, paregoric, or other preparation of opium containing less than two grains of opium to the fluid ounce, nor in the case of preparations containing any of the substances named in this section when a single box, bottle, or other package, or when the bulk of two fluid ounces or the weight of two avoirdupois ounces does not contain more than an adult medicinal dose of such poisonous substance.

Sec. 3. That every proprietor or manager of a drug store or pharmacy shall keep in his place of business a suitable book or file, in which shall be preserved for a period of not less than three years the original of every prescription compounded or dispensed at such store or pharmacy. Upon request the proprietor or manager of such store shall furnish to the prescribing physician, or to the person for whom the prescription was compounded or dispensed, a true and correct copy thereof, and said book or file of original prescriptions shall at all times be open to inspection by duly authorized officers of the law.

Sec. 4. That any person who shall knowingly violate any of the provisions of section one of this act shall be deemed guilty of a misdemeanor, and upon conviction for the first offense shall be fined not less than twenty-five dollars nor more than fifty dollars, and upon conviction for the second offense shall be fined not less than fifty dollars nor more than one hundred dollars, and upon the third and all subsequent offenses shall be fined not less than one hundred dollars nor more than two hundred dollars and shall be imprisoned in the District jail for not more than six months. It shall be the duty of the grand jury to make presentments for violation of this section.

Sec. 5. That whoever shall sell or deliver to any person any of the poisonous substances specified in section two of this act, without labeling the same and recording the delivery thereof in the manner prescribed in said section two shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be fined not less than five dollars nor more than twenty-five dollars.

Sec. 6. That this act shall be in force from and after its passage, and all acts or parts of acts in conflict with this act shall be, and the same are hereby, repealed.

The Alumni Club of the Chicago College of Pharmacy.

The monthly meeting of the Alumni Club of Chicago College of Pharmacy was held at the rooms of the Chicago Drug Trade Club on December 2. C. N. Snow presided. The report of the committee appointed at the preceding meeting to draft resolutions regarding the decision of Patent-commissioner Allen in the case of the protest made by the committee of the National Association of Retail Druggists was received and the resolutions reported were unanimously adopted. The Chairman was instructed to send copies of the resolutions to each congressman and senator from Illinois, as well as to the President.

Frank E. Fisk reviewed the November number of *Merck's Report*. Considerable discussion was had on the extemporaneous preparation of absolute alcohol from strong alcohol. Mr. Thorburn reported that he had frequently tried the method of using dried copper sulphate and had failed to get an alcohol stronger than 97 per cent. He had found that lime freshly ignited gave better results.

W. D. Brenk reviewed the *Western Druggist* for November. With regard to the formula for syrup of calcium lacto-phosphate proposed by C. H. LaWall, Professor Hallberg stated that the plan of using the concentrated solution of the lacto-phosphate was an excellent one and would apply not only to this syrup but to other similar syrups.

Professor Day gave an abstract of the original papers appearing in the *American Journal of Pharmacy* for November.

Mr. Shebley reviewed the *AMERICAN DRUGGIST*. In reply to a question concerning the practice of druggists in lending clinical thermometers to patrons, Mr. Shebley stated that the practice was a common one in his neighborhood and would be difficult to do away with except by the united action of the druggists of each district.

A. D. Thorburn commented on the articles presented in the November number of the *Druggists Circular*. In connection with the editorial The Doctor's Duty he stated that he had information, which he deemed reliable, to the effect that a "Phenacetin crusade" would soon be inaugurated in Chicago.

Professor Hallberg reported on the *Journal of the American Medical Association*, summarizing three papers on pharmacology read before the section on Materia Medica, Pharmacy and Therapeutics—viz: "Is Pharmacologic Action Determined by Chemical structure or by Physical Characters," by A. R. Cushny; "The Relations Between the Pharmacologic Actions of Drugs and Their Therapeutic Indications," by M. V. Tyrode, and "Research Problems of Pharmacology," by Torald Sollmann. The papers which appeared during the month of November were of unusual interest to pharmacists, especially the suggestions of Dr. Sollmann, relating to research, that a central laboratory should be established which could supervise and correlate the work of independent investigators. In

that way only can the physiologic action of drugs on animals be compared with clinical observations and the best therapeutic deductions be drawn.

VERMONT'S ANTI-TRADING STAMP LAW UNCONSTITUTIONAL.

The Supreme Court of Vermont Declares Against the Anti-Trading Stamp Law.

Burlington, Vt., December 22.—The anti-trading stamp law on the Vermont statute books has been declared unconstitutional by the Supreme Court of the State through a test case brought by R. B. Stearns & Co., druggists, in this city. A sale was recently made by the firm and trading stamps were given with the purchase. The stamps were then exchanged for goods offered by the firm issuing the stamps. The case was called to the attention of State's Attorney Leary, who issued a complaint against the druggists, and the case went to the Supreme Court, where it was argued, the result being as above stated. The merchants throughout the State are arrayed against the trading stamp, and but few of the concerns in this city have gone into the scheme.

BOARD OF PHARMACY SUBJECT TO CIVIL SERVICE LAW.

The Treasurer of the New York State Board of Pharmacy a Fiscal Officer, and Salary Lists Must Be Approved by Civil Service Commissioner.

Reference was made in our last issue to the communication which had been received by the New York State Board of Pharmacy from John A. Birdseye, the secretary of the State Civil Service Commission, with regard to placing the inspectors and other employees of the State Board under the jurisdiction of the Civil Service Commission. At a hearing before the commission at Albany on November 10, briefs in opposition to the contention of the Civil Service authorities were submitted by President Brundage, and it was finally agreed to refer the matter to the Attorney-General of the State for a decision. Attorney-General Cunnene has just given his opinion, and he holds that the State Board of Pharmacy is a State board, and its members are public officers; that its appointees are subject to Civil Service regulations, and that its treasurer is a fiscal or disbursing officer, and that he cannot pay salaries, except in accordance with the provisions of the State civil service law.

The opinion was written in reply to a communication from the commission, in which the following questions were asked:

1. Are the State Board of Pharmacy and employees within the meaning of the constitution and section 2 of the civil service law?
2. Are the disbursing officers of said board, fiscal or disbursing officers of the State within the meaning of section 19 of the civil service law?

THE OPINION.

In his opinion the Attorney-General writes: "It is contended that in view of the fact that the members of the board are not appointed by the Governor, but are elected by certain persons whose qualifications are specified, that they are not State officers and cannot be held to come under the provisions of the civil service law and the constitution above quoted. An examination of the statute itself, I think, negatives such contention.

"I am clearly satisfied that the State Board of Pharmacy is a State board, and that the members are public officers. As they are elected, however, they are, of course, not subject to civil service rules and regulations, except so far as the same apply to elective officers. Their appointees are, however, in my judgment, State officers, and subject to the provisions of the civil service law.

"THE REASONING

applied in my recent opinion in reference to the State Board of Barber Examiners would, I think, be equally applicable to the case under consideration, and, therefore, I am further of the opinion that the treasurer (or secretary with the authority and duties of treasurer) of the State Board of Pharmacy is a fiscal or disbursing officer of the State within the meaning of section 19 of the civil service law, as there can be no question but that the money paid into the hands of the treasurer (or secretary with the authority and duties of treasurer) is the property of the State, no matter what it may, through its act of the Legislature, direct to be done with such money."

THE LEGISLATIVE OUTLOOK IN NEW YORK STATE.

The Pre-requisite Clause—A Special Alcohol License—Another Anti-substitution Bill to Come Up—Pharmacy Board May Be Appointed by the Governor.

Present indications are that the coming session of the State Legislature will be a very busy one for pharmacists. There is prospect of several measures being introduced, to say nothing of the unexpected bills which are almost certain to crop up, as they have in the past. Reference has already been made in these columns to some of the bills which will be introduced—namely, the "prerequisite clause" bill, which will incorporate into the State pharmacy law a provision that a college education shall be necessary before an applicant can be examined by the State Board of Pharmacy. Another measure, previously referred to as likely to be introduced, will provide a \$5 State alcohol tax for those who do not care to handle liquors, but who wish to sell alcohol. A new Bostwick-Dowling bill, aimed at substitution, will probably be introduced, as well as a bill to abolish the present method of electing members of the State Board, and providing for their appointment by the Governor. The prerequisite bill will receive the support of pharmacists, for the State association is back of it and has indorsed it; in fact, it is a State association measure. All of the other measures, with the possible exception of the alcohol bill, will precipitate a bitter fight.

AN APPOINTIVE PHARMACY BOARD.

There is a wide difference of opinion with regard to the proposition to have the Governor appoint the members of the State Board. Some favor the idea; others oppose it. If such a bill were passed, its friends say, it would remove all friction over the election. The efficiency of the board would not be endangered, for the Governor would select members from names submitted to him by the different pharmaceutical associations, so that whatever his choice might be, the man selected would be competent to do the work. On the other hand, opponents of this method declare that politics would play too big a part in the makeup of the board, and might have an undue influence in the prosecution of the board's work. For instance, as one of the present members expressed it, in the imposition of fines the board members might be blocked in carrying out the law as it should be through political threats of removal, etc., at the next election, etc. Among the prime movers in this undertaking are some of the pharmacists whose names adorn the Board of Pharmacy's list of violators of the law. If these men appeal for a change in the manner of selecting the board, the records of the board will show them up, and that in itself, it is argued, would be sufficient to prevent any such bill from becoming law. It would be a mistake, however, for any to think that only those who have violated the law and have been caught at it are advocating such a bill or will be the only ones to back it. Some of the most prominent members of various pharmaceutical associations are strongly in favor of the plan.

DRUG INCORPORATIONS DURING DECEMBER.

Certificates of incorporation have been filed during the past month of the following new concerns:

Boericke & Tafel, New York. Directors—F. A. Boericke and A. L. Tafel, Philadelphia, and G. H. Tafel, New York; capital, \$6,000; object, to deal in drugs.

The Brown Medical Company, Belfast, Me. Incorporators—Bertrand L. Moore (treasurer), Brockton, Mass.; William A. McKenzie (president), Lewis A. Brown, James A. Montefiore, G. A. Dunning, Belfast; capital, \$25,000; object, to deal in proprietary medicines.

The Consolidated Drug Company, New York. Incorporators—Victor M. Kagan, George W. French and Albert De Creng, of New York; capital, \$100,000; object, to manufacture drugs.

Eltinge & Schoonmaker, Kingston, N. Y. Incorporators and directors—John H. Eltinge, Clarence H. Schoonmaker, William S. Eltinge, of Kingston; capital, \$40,000; object, to deal in drugs.

The S. D. Devoe Mfg. Company, Syracuse, N. Y. Incorporators and directors—Stephen D. Devoe, M. G. Bennett, Harry E. Devoe, of Syracuse; capital, \$30,000; object, to deal in drugs.

Edgar E. Howard Company, New York. Incorporators and directors—E. E. Howard and R. B. Livingston, New York, and H. W. Freeman, South Orange, N. J.; capital, \$5,000; object, to manufacture drugs.

The Latolla Company, Augusta, Me. Incorporators—James

O'Shea, Holyoke, Mass.; Charles E. McCabe, Samuel A. Phillips, Hartford, Conn.; A. M. French, Winthrop, Me.; J. Berry and Joseph Williamston, Augusta; capital, \$500,000; object, to deal in proprietary products.

The R. H. Marks Remedy Company, New York. Incorporators—R. H. Marks, F. M. Kimbark, William L. Waring, New York; capital, \$10,000; object, to manufacture medicated adhesive plasters.

The Mellor Mfg. Company, Jacksonville, Fla. Directors—M. Temple Taylor, A. H. West, Thomas A. Davis and A. Mel drum; capital, \$20,000; object, to manufacture camphor and by-products.

The Prospect Pharmacy Company, East Orange, N. J. Incorporators—David Bingham, David S. Bingham, Frederick L. Palmer; capital, \$10,000; object, to deal in drugs.

The Schaefer Chemical Company, Portland, Me. Incorporators—Clarence A. Hight, Brookline, Mass.; L. L. Hight, H. P. Sweetair, M. G. Connellan, Portland; capital, \$10,000; object, to deal in drugs and chemicals.

The Vanderbeck Drug Company, Paterson, N. J. Incorporators—John Y. Dater, Samuel O. Vanderbeck, jr., and W. H. Belcher; capital, \$50,000.

The Yale Chemical Company, New York. Incorporators and directors—C. B. Currier, G. H. Fromann, E. Lowe, New York; capital, \$10,000; object, to deal in chemicals.

Papers at the P. C. P. Meeting.

Philadelphia, December 17.—The meeting on Tuesday afternoon, December 15, was a notable one on account of the importance of the papers presented, and was exceedingly well attended. Prof. Samuel P. Sadtler occupied the chair.

The first speaker was Prof. John Uri Lloyd, of Cincinnati, who gave an address on the subject of The History of the Eclectic Resinoids and their Terminology. Professor Lloyd said that Prof. John King was the first one to attempt to establish a nomenclature concerning a class of products that came into existence through his experimentation and influence. Professor King first called these substances "resins" to differentiate them from the alkaloids, and when the cry was for a single word, he uniformly used for them the termination "in" in contradistinction to the termination "ia", which was then generally used for alkaloids.

M. I. Wilbert gave an illustrated talk on the Early History of Medicine in America. He said that John Morgan was the founder of the first medical school in America, and was the first, and for many years, the only, practitioner in America to suggest and follow the practice of writing prescriptions and having his medicines dispensed by a qualified apothecary.

Prof. Albert Schneider, of the California College of Pharmacy, sent a communication on Gardens of Medicinal Plants, in which he pointed out their value in the progress of pharmacy and medicine, and gave some suggestions as to how they may be established in the United States.

Wm. W. B. Marshall, of the Smithsonian Institution, presented a comprehensive paper on the Production and Use of Cocoa.

Professor Kraemer exhibited some hides or so-called "Ceroons" used for packing Honduras sarsaparilla, which were received from Lehn & Fink, of New York; some specimens of ginseng received from Jacob Sutliff, P. D.; a large aquarium, presented by Whitall Tatum & Co.; and specimens of a Hercules beetle and Green Tiger beetle, which he had received from Louis Javier Guier, of Costa Rica, C. A.

Roosevelt on Patents.

In his recent message to Congress on the question of granting patents to foreigners, Mr. Roosevelt gives evidence of having paid some attention to the N. A. R. D.'s petition for a revision of the patent laws. The passage in which the subject is mentioned follows:

PATENTS TO FOREIGNERS.

"In granting patents to foreigners the proper course for this country to follow is to give the same advantages to foreigners here that the countries in which these foreigners dwell extend in return to our citizens; that is, to extend the benefits of our patent laws on inventions and the like where in return the articles would be patentable in the foreign countries concerned—where an American could get a corresponding patent in such countries."

Mr. Gallagher, of the Committee on National Legislation, believes that if a law could be passed along the lines recommended by the President, it would be a step in the right direction.

Fig, Mr. Lillard!

[From N. A. R. D. Notes.]

BUSHWHACKING.

During the civil war this term came to be applied to men who fought from ambush, who, fearing to engage in equal combat, skulked in swamps, underbrush and other convenient hiding places, and fired upon unsuspecting, therefore defenseless, persons. A bushwhacker was always a coward and, as such, despised, as he deserved to be.

Just previous to the Washington convention of the N. A. R. D. Executive Chairman Jones received an anonymous letter in which his imagined shortcomings were held up to scorn, and the prophecy made that at the convention about to be held he, Jones, would be retired because his real character had been discovered and his just deserts would be meted out to him. To a man of refined sensibilities this sort of treatment is extremely trying, and Mr. Jones' friends, whose name is legion, were justly indignant at the cowardly attack made upon him by a "bushwhacker." The foregoing incident has no direct connection with that which follows.

The editor of the *Practical Druggist* for some reason best known to himself, doesn't like the N. A. R. D. He has never had the courage to come out like a man and say so; but he has indulged, for a number of months past, in sneers and innuendoes directed against the present concerted movement to better the condition of the drug trade.

The method employed is unique. Whenever the editor named feels impelled to vent his spleen upon the National Association he writes out the stuff that is to be the medium of his attack and then looks up what he deems a suitable name to append to it, so that instead of being placed on the editorial page, where it belongs, it may appear in the "Correspondence Column." Disregarding the use of names usually employed to conceal the identity of a writer, such as "Junius," "A Subscriber," "One Who Wants to Know," or some similar cognomen, the editor of the *Practical* (!) *Druggist* looks in the street and avenue guide of his city directory, picks out the name of some thoroughfare not heretofore used for this questionable purpose, and appends that to the prepared article, just as though some druggist doing business in the particular street selected had perpetrated the wrong, and was afraid to allow himself to be known.

Notes has no intention of concealing longer its disgust with this species of bushwhacking, and it relies upon the fair-mindedness of its readers to say whether or not it is justified in saying what it thinks of such underhandedness.

In the December issue of the journal under consideration there is printed a characteristic article signed "Connecticut Avenue," from which we quote:

Recently at Washington the famous tripartite plan was interred. Funeral expenses, \$15,000; and the celebrated "Miles Serial Numbering" plan has just been laid away in New York at a cost of over \$14,400.

These funerals come high, but they are necessary, as they incidentally keep a few professionals who are giving their talents for the good of the retailer in a healthy and prosperous condition.

If this article has any object (aside from voicing the spite of its author) it is to discredit the National Association and those who are prominently identified with it. It will be observed there is here no discussion of the wisdom or unwisdom of the action taken at Washington or at New York. The writer is too ignorant to discuss this subject intelligently—so he contents himself with sneering. There is no charge that the executive officers of the Association have not shown themselves deserving of the confidence reposed in them, proving their worthiness in every test to which they have been subjected, however severe. The editor is shrewd enough not to run the risk of being denounced as a falsifier by thousands of men who know the truth. There is no pointing out here of duties left undone or of tasks performed indifferently—nothing of this kind—only sneers.

We are not certain but that this sort of thing may appeal to a small element in the drug trade who are dissatisfied with everybody and everything, simply because all the ills from which they suffer have not been cured (in spite of their own inertness—their own failure to help the National Association to accomplish its mission), but it will not appeal to any man who looks beneath the surface and discovers there the true character of the attack upon the National Association. No fair-minded man has or can have any patience with bushwhacking. On the contrary, he must hold in contempt any publication that brings itself under suspicion of conduct so reprehensible.

What the N. A. R. D. desires above all things is *intelligent criticism*. If its policies or its plans are wrong, it wants to change them; if its executive officers are unworthy of confidence, it wants to replace them with others who are deserving. But it seriously objects to being shot at from ambush.

Obituary.

ROBERT C. C. WALKER.

Robert Charles Cochran Walker, who died at his residence, 1336 Walnut street, Philadelphia, on Saturday, December 19, was a member of the firm of Powers & Weightman. Five years ago he was operated on for appendicitis, and has never been the same since. For a week Mr. Walker had been confined to his room with acute bronchitis, but nothing serious was anticipated until the day before his death, when he began to fall and sink rapidly. Mr. Walker was born in Cochranville,



Chester County, Pa., of Scotch-Irish parentage, on October 20, 1838. He attended school at Easthampton, Mass., and was graduated from the law school of Harvard University with the degree LL.B. in 1858, and on October 20, 1859, when 21 years old, was admitted to the Philadelphia bar. Very early in his career in Philadelphia he entered into political life and was elected to City Councils, where he served for several years and for a time was chairman of the Finance Committee. He was then appointed a member of the Commission on Public Buildings, but

resigned in 1872, when he went abroad for two years. For several years he was owner and editor of the Saturday Evening Post. About 1879 he moved to Williamsport, Pa., and in 1880 was elected to Congress, representing the Sixteenth Congressional District, serving one term and declining a re-nomination. He was president of one of the national banks of Williamsport for several years, and was also connected with some of the more important enterprises of that active city. In 1893 he returned to Philadelphia and became a partner in the house of Powers & Weightman, manufacturing chemists, and continued as such until his death.

Mr. Walker was fond of travel and made several voyages abroad, spending three months in Japan and China, and on one or two occasions made the journey around the globe. He was a man of great affability, cultivating the social side of life on all occasions and was connected with various social organizations, and was much beloved for his many excellent qualities of mind and heart.

Died.

BORGER.—In New York, N. Y., on Monday, December 21, Henry R. Borger, in the forty-third year of his age.

COVERT.—In Canastota, N. Y., on Thursday, December 17, Eben B. Covert, in the fifty-eighth year of his age.

FORD.—In Washington, D. C., on Thursday, December 12, Stephen Calvert Ford, in the sixty-fourth year of his age.

LINDSEY.—In New York, N. Y., on Sunday, November 29, Edson W. Lindsey, of Springfield, Mass., in the sixty-first year of his age.

OGDEN.—In Riverton, N. J., on Wednesday, December 9, Edward H. Ogden, in the seventy-second year of his age.

REUTER.—In Baltimore, Md., on Tuesday, December 8, Henry Reuter, in the fifty-first year of his age.

ROESE.—In San Francisco, Cal., on Saturday, December 12, Dr. Charles H. Roese, in the thirty-sixth year of his age.

SMITH.—In Chicopee, Mass., on Tuesday, December 1, Warren Smith, in the sixty-seventh year of his age.

TOMFOHRDE.—In St. Louis, Mo., on Monday, December 14, Charles W. Tomfohrde, in the forty-sixth year of his age.

THAYER.—In Providence, R. I., on Thursday, December 10, James F. Thayer, in the twenty-eighth year of his age.

THAYER.—In Brooklyn, N. Y., on Sunday, December 13, Kate A. Thayer, widow of R. H. Thayer.

GREATER NEW YORK.

Louis A. Lotz has purchased Grimm's Pharmacy, at Tinton and Hone streets, the Bronx.

Owing to lack of a quorum there was no meeting of the Manhattan Pharmaceutical Association last Monday night.

Wm. Lawton and John Considine, of the C. H. & H. A. Lawton Company, New Bedford, Mass., visited the local drug trade recently.

J. F. Doring, formerly with the Manhattan Pharmacal Company, is now with Otto Boeddiker, Sixth avenue and Fifty-fourth street.

Dr. I. V. S. Stanislaus, director of the laboratories of the Hegeman Corporation, was married on November 28 to Miss Lillian B. Smith, of Brooklyn.

A voluntary petition in bankruptcy has been filed by Frederick T. Dall, of 702 Tremont avenue. The liabilities are \$3,247, with nominal assets of \$4,591.

Chas. F. Scott, well known in Western drug circles, has resumed his former position as Western representative of McKesson & Robbins.

The annual festivities and bowling match of the Retail Druggists' Bowling Association will take place at Starr's alleys on January 8. The person making the highest score will, as usual, have the choice of prizes offered.

Magnus & Lauer, dealers in essential oils, this city, have been given the agency for the United States and Canada of the products of the Compagnie Moranne, manufacturers of chemicals, and perfumers', soap makers' and druggists' supplies.

J. L. Hopkins & Co. have secured the services of Richard Hillier, who has been identified with the drug business for some 16 or 17 years. He is the son of the late James R. Hillier, who was a member of the firm of R. Hillier's Sons. He will fill the position of buyer and confidential man.

John P. Schmitt, formerly with J. R. Owens, 697 Myrtle avenue, has purchased the pharmacy of Jos. Mueller, at the corner of De Kalb and Nostrand avenues, Brooklyn. Mr. Mueller intends to abandon the drug business and go in for the development of a real estate business in which he is heavily interested.

At the last regular monthly meeting of the Drug Trade Section of the Board of Trade and Transportation a committee was appointed to draft suitable resolutions on the death of William M. Warren. The committee consists of John M. Peters, Col. E. W. Fitch and Thomas F. Main. An informal discussion of probable bills to be introduced at the next session of the Legislature was held, but no action was taken.

Charles Stein, clerk with L. C. Bossardet, at the corner of Metropolitan avenue and Lorimer street, Brooklyn, holds the record for long and faithful service with one employer. In a few days he will celebrate the twenty-fifth year of his connection with Mr. Bossardet. Mr. Stein is 38 years old, having been born in Flushing, L. I., in 1865. He started as a boy in the pharmacy where he is now employed, at the time when his present employer was also a clerk there. Mr. Stein is married and has two children.

Out-of-town visitors were registered at the Drug Club as follows: A. E. Holdt, Atlanta, Ga.; Frank G. Mason, Paris; John W. Larry, St. Paul; R. McC. Bullington, Richmond; I. H. Chambers, St. Louis; E. B. Jackson, Houston, Tex.; Charles Truax, Chicago; J. K. McDermid and V. P. Powell, London; J. B. Booth, Pittsburg; A. Henderson, Glasgow; T. Platt, Poughkeepsie, and B. C. Hawkes, Chicago.

Mr. Platner, of the Platner & Bradley Company, South Norwalk, Conn., was in town last week. Mr. Platner reports business as very good in his section. Full prices are being obtained on nearly all proprietary articles. Cut rates, he said, are prevalent on only a few articles, and the demoralization is not extensive even on these, a dollar article selling for about 90 cents and a 50-cent preparation bringing 45. The latter is confined principally to foods, and the cutting on them was brought about by grocers.

Owing to the continued ill health of F. P. Scudder, necessitating the relinquishment of his official duties, he resigned the presidency of the National Licorice Company, of Brooklyn, on December 8, retaining his membership on the board, the personnel of which remains unchanged. The following officers

were elected on that date: President, Adolphe E. Smylie; vice-president, Henry Rowley; secretary and treasurer, H. W. Petherbridge. These, together with F. P. Scudder and Milton Hopkins, constitute the Board of Directors.

Among the visitors to the New York drug market the last week or so were M. A. Rawson and Webb Sauers, of the newly formed Iowa Drug Company of Des Moines, Ia.; Henry Thornton, manager of the Boston branch of Parke, Davis & Co., also John H. Smedley, treasurer of that firm; Chas. A. West, vice-president of the Eastern Drug Company, Boston; A. J. Horlick, of Horlick's Food Company, Racine, Wis.; Henry G. Polson, of Kingston, Canada, the Canadian representative of Magnus & Lauer, essential oil dealers, and J. D. McFerren, the Philadelphia representative of Ungerer & Co.

The "Peter Holler" day, as the day of the opening of the new Williamsburg bridge across the East River was facetiously referred to, was made the occasion of a special table d'hôte dinner at the Drug Club on the evening of December 19. Since only one hundred and fifty-five persons could be comfortably accommodated at one time, only that number of tickets were issued. Most of the gentlemen were accompanied by ladies and the tables and rooms were appropriately decorated with greens and holly. After the dinner the members and guests were afforded an excellent view from the windows of the club of the elaborate display of fireworks on the new bridge.

This is the season when jobbers' representatives are coming to town to prepare for their first trips of the new year. Rush E. Blackman, representative of Schieffelin & Co. in the Middle West; John S. Lane, the firm's representative in Connecticut and Massachusetts, and W. E. Jenkins, who covers the Virginia and Carolinas for the firm, are in town. P. C. Westmoreland, who represents Lehn & Fink in Georgia, Florida and the Carolinas, is in the city for the holidays. Other representatives are expected here soon—namely, A. E. Hendey, who looks after Ohio, West Virginia and Western Pennsylvania; W. M. Waters, the firm's man in Kentucky, Indiana and Michigan; C. M. Rogers, from New Hampshire, Maine and Eastern Massachusetts, and C. W. Rolph, who covers Maryland, Virginia and the District of Columbia.

Twenty-two Registered by the Board of Pharmacy.

Twenty-two of the candidates who took the last examination of the Eastern Branch of the State Board of Pharmacy for registered pharmacists were successful. Their names follow: Emmanuel Bronstein, L. V. Ferrara, Jacob J. Franz, Chas. F. Gimbernatt, jr., Walter E. Hurley, Leon Schutzman, Johannes F. A. Tiedemann, Jeannetta Benjamin, Herman Dillon, H. W. Dulberger, Edward Eberle, Max Flaumenbaum, Julius Kramer, James Leask, Hyman Morgenstern, Joseph M. Scherer, Eugene C. Well and Oscar Winzerling, Brooklyn; Julian Rabinovitch, Geo. I. M. Robinson, Samuel Rose and Herbert Schoenrich, Baltimore. Druggist's certificate, Frank A. Malkovosky.

The Co-operative Insurance Scheme in Abeyance.

The movement inaugurated by the German Apothecaries' Society to establish a co-operative fire insurance company for the benefit of druggists is still in abeyance. The main difficulty is now to secure a Lloyd's charter, allowing a company such as is proposed to operate here without meeting the almost prohibitive requirements, regulations, etc., imposed by the New York State laws. The committee in charge of the matter claimed at one time to have obtained an option on a certain charter, but when it came to getting the written consent of the three owners, it was a different matter. Two of the owners were willing to sign a contract to sell, but the third is in the South somewhere, and efforts to reach him have so far failed. The committee has had one or two other charters offered them, but at a figure much higher than the consideration which was to have been paid for the first charter. Until some arrangement whereby a charter can be secured is made, it is not likely that anything will be done.

Vermont State Board of Pharmacy.

The next meeting of the board for examinations will be held at Montpelier, Tuesday, January 5, 1904, at the Pavilion Hotel. Applications for examination must be made to J. G. Bellrose, secretary, at Burlington.

THE PASSING OF FABER.

AFTER being corresponding secretary of the New York German Apothecaries' Society for 14 years, Sidney Faber has brought his official connection with that estimable body to an abrupt end. Baffled in his effort to have a druggist who is not an American citizen admitted into membership in the society, in direct violation of its by-laws, he refused to allow his name to be used as a candidate, at the recent annual election of the society, for corresponding secretary. Some time ago he resigned from the State Board of Pharmacy under somewhat similar circumstances.

WHY HE GOT OUT.

Mr. Faber's explanation of his exit is that he wished to give up some of the obligations which have taxed his time, and that his resignation from the secretaryship was simply a move in that direction. That is, of course, correct. There is no doubt whatever that he will soon be able to give his undivided attention to his own immediate affairs and business, provided he only pursues his present course. He labels his getting out of the German Society's secretaryship a "resignation." That, too, is correct, practically, but it does not tell the whole truth. The trouble, it seems, came about in this way:

Several years ago a certain druggist was a member of the German Apothecaries' Society. He was then a naturalized American citizen. He decided to go to Germany, however, and when he did so he again became a German subject, giving up his citizenship in the United States. A few months ago he came back to this country, and started in business here once more. He applied for membership in the German Society. The latter had in the meantime passed a by-law providing that only American citizens should be eligible to membership. The applicant had given up his citizenship and was, therefore, according to the by-law of the society, ineligible. His friend Faber, however, didn't see it in that light. He claimed that as the applicant had been an American citizen and a member of the society, there was no reason now why he should not be taken back into the fold. President Imhof did not agree with him. He contended that it would be a direct violation of the by-law to admit him. The applicant appreciated the situation and withdrew his application. Faber was not satisfied with the turn affairs had taken, and instead of letting the matter drop he reopened the controversy, and demanded that President Imhof submit the facts in the case to the society's counsel for a legal opinion. This Mr. Imhof did not see his way clear to do. Some correspondence passed between the president and the worthy, though insistent, secretary. There was no personal ill feeling; it was simply a difference of opinion. The result was that Mr. Imhof told Faber that he would bring the whole matter, including the correspondence, before the society at the next meeting and let them take whatever action they saw fit. Mr. Faber was, of course, asked to be present, and it was expected he would be, to defend his position in the controversy. The meeting was held, but Faber wasn't there. President Imhof placed all the facts before the meeting, with the correspondence, and asked the members whether they supported him in the position he had taken in refusing to consider an application from a druggist who was not a naturalized citizen of this country. A unanimous rising vote indorsing Mr. Imhof was the result. Needless to say, it was also a crushing rebuke to Faber. At any rate, it amounted to that, and he decided to deprive the society of his valuable services as secretary.

HIS SERVICES AS SECRETARY.

Mr. Faber is not without some good qualities. It is no more than fair to state that in the long period of service as secretary of the German Society he has been a most earnest, faithful and active official, and the members of that organization appreciate his work. He has some lofty ideas as to how pharmacy should be regulated and brought to a higher standard, and is unquestionably sincere in his desire to see better conditions prevail. He has worked hard to have these conditions realized, especially while a member of the eastern branch of the State Board of Pharmacy. But he has only one idea of what should be done—and that idea is always Faber's. If he can't be boss, he won't play. That was the trouble in the State Board. His ideas were not supported and adopted by other members, so he resigned. Somehow or other by his own acts, or by his overzealousness, perhaps, he defeats the very objects which he seeks to attain. His enemies seem to have multiplied faster than his friends. There is probably no man in the local retail drug trade who has been "pounded" harder than Mr. Faber, and he has himself to blame largely for this fact, because of his well-known proclivity to be severe where others would be lenient. He was guided by the letter, not the



SIDNEY FABER,

Ex-Secretary of the New York State Board of Pharmacy.

spirit, of the law in his dealings with druggists. Mercy was not included in his vocabulary.

Mr. Faber's retirement from the secretaryship of the German Apothecaries' Society is simply a repetition of his retirement from the Board of Pharmacy. The motive in both cases appears to have been practically the same. He couldn't rule the society, he couldn't rule the board; therefore, he got out. His resignation from the State Board of Pharmacy was accepted in July of this year by President Brundage, who appointed Charles S. Erb to succeed Mr. Faber for the latter's unexpired term.

On Monday, January 3, 1898, Sidney Faber was elected a member of the Board of Pharmacy for Greater New York to represent the German Apothecaries' Society on the board. On the following Saturday the members met, nominated and elected Mr. Faber for secretary. That board was superseded by the board created by the State Pharmacy law, which took effect on January 1, 1901. As is well known, Mr. Faber was elected to the new State Board, and at its organization meeting was made the general secretary.

HE RETIRES FROM THE BOARD.

Mr. Faber served as secretary of the State Board from the beginning of its existence in 1901 until early this year, when he was succeeded by Warren L. Bradt, of Albany. His resignation from membership in the board caused a great deal of surprise at the time to those who did not know what had been going on on the inside. The ex-secretary explained that he had "strong and sufficient reasons" for resigning. Translated, this meant that he was dissatisfied with the methods, policy and workings of the State Board. He wanted the board free from college of pharmacy influence; he did not believe it wise or good policy to have on the board any one connected with colleges of pharmacy. He claimed there was too much chance for favoritism being shown in the examination of applicants' papers. He wanted the names of those who were being examined kept from the examiners. The examiners themselves, he thought were not what they should have been, etc., etc. But his ideas and suggestions were turned down, and at length, disgusted and abandoning all hope of reforming the board, he resigned just as he did from the Society. The board still exists, and, as a matter of fact, things in that quarter have been running more smoothly ever since.

Even the Flinsen "light treatment" is not in the least new, we now discover. Before Jenner's time—as recorded in some old English medical works—many cures were claimed for a treatment which consisted in keeping the patient, clothed or wrapped in brilliant red fabrics, in rooms preferably hung with, or painted, red; the windows were also shaded by crimson blinds.

COLLEGES OF PHARMACY IN THE UNITED STATES.

Prof. Wilbur L. Scoville is secretary of the Publication Committee of the newly established Journal of the Association of the Alumni of the Massachusetts College of Pharmacy, and is also secretary-treasurer of the Association of Teaching Faculties of Colleges of Pharmacy of the United States, and it is therefore reasonable to presume that the note on colleges of pharmacy which appears in the first number of the alumni journal represents facts which have been collated by Professor Scoville in his capacity as secretary-treasurer of the association of the different colleges. He says that according to our best knowledge, there are 80 colleges of pharmacy in the United States and Canada, besides eight or more correspondence schools which aim to do more than a local business. The increase in the number of colleges has been very rapid in the last decade, and at the present time there seems to be a general movement toward securing more schools. This movement is shown in the following chronological view of the colleges as they exist today, not including the correspondence schools, which are of recent development:

Schools organized previous to 1870.....	12
Schools organized between 1870 and 1880.....	6
Schools organized between 1880 and 1890.....	16
Schools organized between 1890 and 1900.....	26
Schools organized since 1900 ¹	21
Total.....	81

It will be noted that there has been an increasing tendency to recognize the value of pharmacy schools since 1880, and that since 1900 a quarter of the whole number of schools in operation were started. This is a fact of much significance, and it shows conclusively that a different attitude toward theoretical teachings of pharmacy and allied subjects prevails from that which was manifested a few years ago.

Another significant fact is the recognition which is being given to pharmacy by other branches of learning. Thus, the greater portion of the schools of pharmacy are not independent schools, but are affiliated with other schools, as follows:

Independent schools of pharmacy.....	21
Departments of universities.....	32
Departments of medical schools.....	16
Affiliated with other schools (agricultural colleges, etc.).....	12

This means that the medical colleges as well as universities are beginning to recognize the value and influence of educated pharmacists, and it also indicates the value of affiliations in educational lines. About 20 of the number receive some support from the States, because of their affiliations with State institutions.

Geographically, the schools are distributed in accordance with population. Thus, Ohio has seven schools; New York and Tennessee, five each; Georgia, Illinois, Indiana, Iowa and Pennsylvania, four each; Michigan, Missouri and Canada, three each; Alabama, California, District of Columbia, Louisiana, Minnesota, North Carolina, Oregon, South Dakota, Texas, Virginia, Washington and Wisconsin, two each; Kansas, Kentucky, Maine, Maryland, Massachusetts, Nebraska, New Jersey, North Dakota, Oklahoma, Rhode Island, South Carolina and West Virginia, one each.

The newer schools are distributed well through the country, showing that the movement is not a sectional one.

The curricula of pharmacy schools is likewise broadening. Physiology, Bacteriology, Languages, Toxicology, Jurisprudence, Therapeutics, Physics, Anatomy and kindred subjects have a place in a large proportion of the schools, in addition to the old standard subjects, which are being continued. Laboratory exercises are an important and, in most schools, a large part of the teaching. But there is also a tendency toward the more classical studies, which train the mind more than the hands.

A Practical Examination in Pennsylvania.

An innovation in the examinations for the registered pharmacists is to be made by the Pennsylvania Board. The next examination is to be held on January 16th, at the Philadelphia College of Pharmacy. Besides the regular examination for registered pharmacists there will be a practical laboratory examination. This will be held in the morning, between the hours of 8.30 and 11.30 o'clock. The afternoon will be devoted to the written examination. It is important that those desiring to make application for registered pharmacists' certificates should apply to the secretary, Dr. George, at Harrisburg, at least ten days prior to the examination, so as to obtain assignment for laboratory examination and necessary blanks.

¹ The time of organization of two schools is uncertain, but is not far from 1900.

WESTERN NEW YORK.

Changes of the Year—Business Fair—Fears of a New Cut-Rate Store—Pharmacy Board Work—Who'll Be the Next President?

(From our Regular Correspondent.)

Buffalo, December 22.—Retail druggists in Buffalo generally speak of business as quiet, though they find no special reason for this, beyond the fact that the weather has been cold for a month and for the most part much drier than it usually is at this time of the year. For a long time the precipitation has been so slight that wells and cisterns have run very low. The Buffalo drug trade has made a very good year as a rule, so that there is now a revival of the establishment of new stores, which had been pretty nearly suspended for a time. One druggist reports that he finds the year better than the year of the Pan-American fair, which was the best he had known up to that time. There has been no great change in the drug establishments or the personnel of the trade in Buffalo during the year. The Pharmacal Drug Company, who had been established in the wholesale line, withdrew after finding business unprofitable. Eli Randall, with Plimpton, Cowan & Co., always taking a leading part wherever druggists were in evidence, died during the year. David M. Cowan, of the same firm, has returned to business after a long illness.

WATCHING THE NEW LYON DRUG COMPANY.

But now comes a diversion. The Lyon Drug Company of Boston, Providence and New York, who were organized some weeks ago for the purpose of entering the retail trade of the city, has taken a long lease of the City Bank building and will fit it up for business at once. It is in the center of the city trade and though it has a rather poor front for much display, the establishment will be in position to command the retail trade if it is able to fill the public eye. The entire city retail trade is on the watch to find how much of a price cutter it is likely to be, as it is in that role it can make itself most dangerous.

THE VINOL PEOPLE MAY OPEN A STORE.

A second possible diversion is looked for from the Vinol Company. Their preparation, Rexall, has been handled lately by Faxon's, the big Main street grocery, which has a drug department. Of late there has been a demand on the part of the company for anyone handling this specialty to put up \$3,500, to be used in advertising, but the store, not caring to do this, drew out entirely and it is now under consideration on the part of the company to put in a cut-rate store of its own, so that the sale of this specialty will not be cut off. Still the move does not appear to be entirely determined upon.

PHARMACY BOARD MATTERS.

The Western branch of the State Board of Pharmacy lately held a special meeting to look into the practices of certain grocers in selling Rough on Rats and other poisonous preparations, which the Board considers illegal.

The Board lately gave an exchange license to G. W. G. Ferris of Franklinville. He held an old State license numbered 2,222, and tried hard to retain the unique number on the new one, but was not able to persuade the Board.

Other members of the Board say they are going to the annual meeting at Albany next month, with a strong delegation favoring the election of Dr. W. G. Gregory, president of the Board, but the doctor has made no campaign whatever.

BUFFALO HAPPENINGS IN BRIEF.

Edward Kingston, who has been established in the drug business at Main and Ferry streets a long time, has opened a fine new store on the opposite side of the street.

J. A. Lockie has been elected president of the Seventeenth Ward Republican League, which has a membership of several hundred.

H. A. Anthony has bought the drug store of George A. Lawrence on upper Main street. Mr. Lawrence will travel in the interest of the trade.

W. E. Lemon has opened a new pharmacy on Tonawanda street, but will continue to carry on the store he has had for some time at Grant and Amherst streets.

The Buffalo Pharmacists' Bowling Club has chosen Wednesday as bowling day instead of Friday during the holidays. The attendance is looking up.

Burglars lately entered the stores of C. E. Anthony on Main street and H. A. Dedo on Hickory street, getting quite an amount of change from the cash drawer in each case. Possibly

the work is that of the same fellow who broke into the store of Stoddart Bros. not long ago.

Buffalo druggists are Masons quite extensively. At the late election of Erie Lodge, F. & A. M., De Courcy Rose was elected Master and Charles Stoddart, treasurer. P. M. Lockie was elected treasurer of Highland Lodge, F. and A. M.

NEWS OF THE TRAVELERS.

Justin Keith was in Buffalo soon after the middle of December, with the usual world-wide list of medicinal herbs on sale by J. L. Hopkins & Co. of New York.

Dr. Herrick's medicines took a step forward, as it always does, on the arrival in town of the agent of the company, C. R. Whitney, about the middle of the month.

W. C. Parker, with the usual full list of perfumery and toilet articles, was in the city this month, taking orders for the New York house of F. R. Arnold & Co.

L. E. Treat, also a Buffalonian, is home, where he can look after the interests of the Red-cross surgical appliances of the house of Johnson & Johnson, of New Brunswick, N. J.

Syrups, rock candy of all sorts and sugar coloring were brought forward at their best this month by the visit to the trade of R. H. Archbold, with Rigney & Co., of Brooklyn.

P. S. Crouch, who covers this district in the interest of Munyon's Paw Paw, stopped off according to appointment this month and drove a good trade in his specialty.

The Whitall Tatum Company sends us as usual Frank A. Weed, its regular representative, who took in the situation about a week before Christmas and is now getting orders elsewhere.

VERMONT.

The New Member of the Board of Pharmacy—Trading Stamps Legal—Is This a New Note Game?

(From our Regular Correspondent.)

Burlington, Vt., December 22.—Z. B. Hopkins, of Brandon, has been appointed a member of the State Board of Pharmacy by Governor McCullough, to succeed A. L. Dutcher, of St. Albans. Mr. Hopkins will meet with the board for the first time on January 5, when a meeting will be held at Montpelier. The board will organize at that time for the ensuing year.

APPARENTLY A NEW NOTE GAME.

J. T. Shuttleff, a Bennington druggist, is the victim of what was apparently a deliberate attempt to swindle him out of \$30. Several weeks ago he bought about \$50 worth of goods from a New York concern dealing in thermometers, to be paid for within a given time. Soon after the arrival of the goods he made a partial payment and received a receipt for the amount. Later he received notice from the firm that they held a note against him and asked for a remittance. He replied that there must be some mistake, as he had not given a note. The next heard of the affair was the presentation of the note to a Bennington bank for payment. The note was made for \$60, but the signature was announced to be a forgery. He declined to pay the note, and a lawsuit will probably result.

A DRUGGIST AS PRESIDENT OF A LIQUOR DEALERS' ASSOCIATION.

F. Henry Parker, of this city, secretary of the Vermont State Pharmaceutical Association, has been elected president of the Chittenden County Liquor Dealers' Association. Mr. Parker is one of the two druggists in Burlington holding a license for the sale of liquor.

F. E. Eldred is soon to close his drug store in this city. Mr. Eldred was granted a fifth-class license for the sale of liquor, but violated its terms and was fined on two charges, one for selling to a minor and one for selling without a physician's prescription. The fines caused him to relinquish his license, and at that time he announced his intention of closing his place of business.

Louis Schulze, of Baltimore, secretary of the Maryland Pharmaceutical Association, is out with an announcement that the next annual meeting of his association, will take place at Mount Holly, Md., June 21-24, 1904. Mount Holly is delightfully situated in the suburbs of Baltimore, and is easy of access by trolley from all parts of the city. Mount Holly Inn, where the meeting will convene, is built on a high hill overlooking the most fertile section of Baltimore County and in close proximity to the suburban homes of some of Baltimore's wealthiest citizens. The local secretary is Dr. A. R. L. Dohme, Roland Park, Baltimore.

MASSACHUSETTS.

Local Associations Elect Officers—Phenacetin Prosecutions in Boston—A Druggist Elected to the School Committee—The Whitmarsh Library in the Philippines—Travelers' Week.

(From our Regular Correspondent.)

Boston, December 23.—The Eastern Middlesex Association met the first of this month and elected officers as follows: President, A. B. Morgan; vice-president, J. W. Sargent; secretary, C. A. Charles; treasurer, T. D. Cronin; Executive Committee, H. E. Brier, W. P. Sheldon, G. J. Sawyer, J. J. Reaney, W. B. Southworth, G. J. McArthur, John Larrabee, F. A. Spencer and J. A. Morgan. The members will hold a banquet at a later date.

The Boston Retail Drug Clerks' Association held a meeting recently and elected these officers: President, J. Audley Thompson; vice-president, J. T. Collins, Z. L. Bartlett, Jr., A. E. Packers and Vernon Laing; financial secretary, H. B. Parkinson; recording secretary, J. C. Muirhead; treasurer, E. F. Lonnegan; inside guard, L. C. Fletcher; Executive Committee, J. Audley Thompson, J. T. Collins, L. C. Conant, Z. L. Bartlett, Jr., G. E. Tarr. A collation was served and arrangements made for the evening ball.

BOSTON DRUGGISTS IN TROUBLE OVER PHENACETIN.

The echo of the recent phenacetin campaign is being felt in an emphatic and disagreeable manner by retailers. It came as a surprise to many and was in the form of letters to call on the attorney for the owners of the phenacetin patent. This caused much indignation to those who had been caught unawares. In some instances the matter was adjusted privately, but where this mode of settlement failed, suits have been instituted by the phenacetin people. In some of the samples it is asserted that acetanilid was present to the extent of 50 per cent. One retailer owes his trouble to his wholesalers not having a pound package of phenacetin and subsequently making a purchase of one of the firms recently fined by the Board of Health. In another case, the retailer asserts that his phenacetin purchases were always made from the leading firms here, but powders alleged to have been bought at his store and furnished him by the complainant showed adulteration.

AN M. C. P. MAN ON THE SCHOOL COMMITTEE.

Druggists are pleased at the election of Frank F. Ernst, Ph. G., to the School Committee. Mr. Ernst proved to be a good vote getter and rounded up 40,867 votes against his name and was fifth in the Democratic ticket. He is not the first M. C. P. man to serve in the board, having had notable successors in Messrs. Canning and Marshall. James J. McVey, who was a candidate on the Socialistic ticket, failed of election in the recent Democratic landslide. Mayor Dean of Malden, of Dean, Foster & Co., was again re-elected mayor of his city, receiving a total of 2,495 votes. Mr. Dean has met with much success in the administration of the business affairs of that city. Albert E. Booth, of Chicopee, was nominated by the Democrats for School Committeeman, but declined to run for personal reasons.

TO ESTABLISH A LIBRARY IN THE PHILIPPINES.

Hon. H. Phelps Whitmarsh, who formerly gave points on essential oils in New York and Boston for Dodge & Olcott, and who was recently the first civil governor of a province in the Philippines, is about to give a small public library to Baguio, the capital of the Igorrote province of Benguet, which he organized, and where he is still located. He would like contributions of readable books of any kind, and would pay the freight. Boxes can be shipped through Henry W. Peabody & Co., Mason Building, Boston, to Mr. Whitmarsh, in the care of Smith, Bell & Co., Manila. Baguio is the most purely American town in the Philippines. It is a great health resort for that part of the world, and practically the hot-weather capital of the islands. A sanitarium for the army has been established there, and the library will therefore be useful. Baguio is also a noted mining centre.

A PORTRAIT OF AN ANCESTOR OF DR. AYER.

Frederick F. Ayer of New York has just presented the Lowell Textile School of Lowell, with a life-sized portrait, in oil, of his grandfather, Royal Southwick, by Hardie, which was recently on exhibition in New York. The gift was accepted by the Trustees of the School with a vote of thanks, and is to be placed in one of the principal buildings of the institution. Royal Southwick was a resident of Lowell, engaged in the woolen manufacture, from 1830 to 1850. He was a member of the Legislature, and took an interest in public and political affairs of the city. His daughter, the mother of Frederick F. Ayer, married the late Dr. J. C. Ayer of Lowell.

THE MELLIN'S FOOD ROUND UP.

For the past 11 years the Mellin's Food Company have followed the custom of assembling in Boston each year all of their traveling men and executive staff for a general business meeting, lasting about ten days. During the meeting each traveler has the opportunity to discuss the condition of business in his territory, and to offer suggestions as to future work. On the evening, December 8, Thomas Dolber, president of the company, and Mrs. Dolber held a reception at their home in Brookline, to which all of the participants in the annual round-up were invited with their wives. Every day at noon the company entertains the "boys" at lunch; and finally at the end comes the banquet. This year the banquet was held at the Exchange Club, on the evening of December 18, with 84 at the table.

TALKED ABOUT.

Richard S. Morgan, 127 Chelsea street, has been very sick from a severe attack of hiccupping.

In the recent Cambridge campaign, the druggists were used as a club in an endeavor to bring out a heavy vote against license.

The following concerns have just been incorporated in this State: Ar-Mango System of Medicine, Worcester; capital, \$25,000; president, C. S. Webster; treasurer, Clara B. Woughton. Howe, French Corporation, Boston, drugs and chemicals; capital, \$50,000; president, H. S. Crowell; treasurer, Walter Yates.

George B. Gunn of last year's senior class, M. C. P., is now employed in St. Louis. Word was recently received from Alfred W. Balch, Ph. G., M. D., late Instructor of Analytical Chemistry, M. C. P., who is now surgeon in the navy and on a foreign cruise. The doctor is in good health and will be with his friends again before many months.

The License Committee of the Newton Aldermanic Board, recently gave a hearing upon the question of revoking the sixth-class license of P. J. E. Lacroix, for an alleged illegal sale of liquor made by Lacroix's clerk. Lacroix made a general denial. In court the clerk was fined \$50 for the illegal sale; he appealed.

M. G. Wiltse, Ph. G., M. D., now Director of the State Laboratory of Hygiene, Burlington, Vt., was an important expert witness in a recent murder trial at Bennington, Vt. C. H. Shattuck of Ballardvale, was recently acquitted on a complaint of maintaining a liquor nuisance, brought by a Christian Endeavor official. No evidence of any illegal sale was offered, but the prosecution attempted to prove that Mr. Shattuck had received a larger quantity of liquor than was indicated by the sales on his books.

Association Proceedings Wanted.

The Lloyd Library, of Cincinnati, is desirous of obtaining copies of certain volumes of State Pharmaceutical Association Proceedings which are missing from the library files, and an appeal is made to all pharmacists, secretaries of associations, local and State, and to drug journal editors, who may be in possession of odd copies of the Proceedings named in the subjoined list, to send them to the Lloyd Library, where they will be carefully preserved and be at all times accessible to the public.

The volumes wanted are: Proceedings of the Arizona Association, all; Arkansas, 1883 to 1888 inclusive, 1891, 1892 and 1894 to 1899 inclusive; California, 1869 to 1882 inclusive, except 1870, 1892 and all since except 1893, semi-annual reports except May 1892 and May 1894; Georgia, Vol. 1 to Vol. 9, inclusive; Idaho, all; Indiana, 1890, 1892 and 1894; Kansas, 1880 to 1882 inclusive; Louisiana, 1882, 1884, 1895, 1896, 1898, 1900; Maine, Vol. 1 to Vol. 4; Maryland, 1886 to 1894 inclusive; Mississippi, all previous to 1893, 1894 and subsequent issues; Missouri, 1879 (two editions); Montana, all; Nebraska, 1882 to 1884 inclusive; 1889; Nevada, all; New Mexico, all; North Dakota, 1886; Oregon, all; Rhode Island, Vol. 1 to Vol. 16, 1889, Vol. 19, 1892, and all since.

PENNSYLVANIA.

Philadelphia Association of Retail Druggists Prosperous—State for Annual Election—Price Schedule Well Maintained—Watching Washington—Plaster Men Bowl.

(From our Regular Correspondent.)

Philadelphia, December 22.—The past year has been an exceedingly prosperous one for the Philadelphia Association of Retail Druggists. While nearly all the undertakings have been successful it is said that there are further improvements on foot for 1904 which will meet with the approval of the retail druggists throughout the city. Considering all that the Association has taken up, there have been very few setbacks and besides, there has been little friction displayed between the members and those who are not connected with the Association. At the present time a committee is revising the price list and as soon as some of the details can be arranged the result is to be announced. The advance in the price of proprietary goods last April has been so successful that it is believed that another list, again advancing prices, can be put out and carried through. With the exception of one large drug house, all the retailers are working in harmony and there is a feeling that before the new year is very old there will be very few retailers who are not members of the Association. On the fourth Tuesday of each month the Executive Committee meets so that it can make its report to the regular meeting of the Association, which is held on the first Friday of each month. Owing to the holidays and there being five Tuesdays in this month, it has been decided to hold the Executive Committee meeting on the fifth Tuesday of this month. This has made it necessary to postpone the meeting of the Association until the eighth of January.

THE ANNUAL MEETING AND ELECTION OF OFFICERS.

The next meeting of the Association will be the annual one at which the officers and Executive Committee will be chosen. There will be no opposition to the officers; there being only one ticket in the field. It is as follows: President, Thomas H. Potts; first vice-president, W. L. Cliffe; second vice-president, William E. Lee; third vice-president, David J. Rees; treasurer, G. W. Fehr; financial secretary, C. W. Shull; recording secretary, M. A. Cozens. There are to be seven members elected as the Executive Committee. The nominees are as follows: H. T. Pollard, W. H. Gano, Charles Leedom, R. H. Lackey, Jacob Epstein, H. C. Blair, A. J. Frankeberger, H. A. Nolte, A. R. Hesske, L. S. Sorber, H. J. Siegfried, Otto Kraus, Dr. C. B. Lowe. A member of the Executive Committee said: "The Association is flourishing. There is a new list in the hands of a schedule committee which will have a conference with the Washington Committee, after which something will be done. At the present time I am not at liberty to state what is under consideration, but I can say it will be of advantage to all retail druggists in this city."

THE N. W. D. A. AND PURE FOOD.

While the Retail Association is looking after the retailers in this city, the Proprietary Committee of the N. W. D. A. is watching legislation. M. N. Klone, the chairman of the Legislative Committee, has been frequently in Washington since Congress convened and has taken a prominent part in advising the representatives as to what is detrimental to the drug trade. There are two bills up before the present Congress relative to Pure Food. The one offered by Congressman Hepburn meets with the approbation of the druggists, while that one offered by Senator McCumber contains a number of features which makes it decidedly objectionable. It is thought that the latter bill will never be pressed for a vote.

A SATISFACTORY YEAR ALL ROUND.

Most of the wholesale and retail houses in this city are closing up their books for the year. Taking everything in, it has been a successful one for all. During the past few weeks there has been a steady improvement and the receipts are far ahead of what they were in 1903. There has been a large increase in all kinds of business in the drug trade. The sales have greatly exceeded those of last year and the outlook for continued prosperity is very good. It will not be known for several days what the real profit has been, but it is now known that there has been a greater branching out and goods are being sent to places which heretofore secured what they wanted from either New York or some other city.

RIVAL PLASTER TEAMS BOWL.

The great bowling match between the J. Ellwood Lee and the J. & J. teams took place on December 19 at the Central Bowling Alleys. Prior to the game there had been a great deal of money in sight to bet on the result, but as everyone wanted to wager on the J. & J. team there was little real cash put up. The J. Ellwood Lee has a good team, but they are not seasoned, and far from being veterans like the J. & J. push. This team is hard to beat. The Lee bowlers started out all right, and if one of their team had not had an attack of stage fright they would have won the first game easily, but when the rot set in the whole team went to pieces and the J. & J. team had everything their own way. It looks as if this team will be as successful here as it was in New York. While the teams here are not doing much better, they are, however, not giving up without a struggle.

PHILADELPHIA NEWS ITEMS.

Mr. Wolf has opened a new drug store at Frankford avenue and Tioga street.

The drug store of Theodore Campbell at Overbrook was recently destroyed by fire. His servant was suffocated while Mr. Campbell and his family made narrow escapes and got out of the house before the fire got under full headway.

J. D. McFerran, who for some time conducted the drug store at Twelfth and Race streets is now the representative of the New Skin Company; Stallman, Fulton & Co. and Ungerer & Co., dealers in essential oils.

A. L. Wolcott of the Welch Grape Juice Company, will go to St. Louis early in February. He will represent his company at the Exposition and will have charge of the company's exhibit. Mr. Jefferson, of Funk & Groff, Forty-fourth street and Lancaster avenue, has been given the position in this city held by Mr. Wolcott. He will look after the local trade and attend to the wants of those who need this juice as a beverage.

D. E. Bransome, the genial hustler for Johnson & Johnson, is making a trip through the interior of the State. Mr. Bransome leads a strenuous life. It was mainly through his efforts that the Bowling League was inaugurated among the wholesale druggists and now is at work again trying to get up a drug club. This is however, a hard job and it is likely that he will be many years older before he can secure the consent of enough druggists, or those connected with the trade, who will give up a comfortable home meal to partake of one gotten up by the club chef.

CINCINNATI NEWS NOTES.

Otto Groenland has sold his Sixth and Elm street store to his clerk, Fred. S. Kotte.

Ed. Gray, formerly at Fifth and Main streets, Cincinnati, has purchased Burger's drug store, in Toledo.

O. B. Thuma has left De Lang's pharmacy and purchased a store in Dayton.

O. N. Garrett, former president of the Ohio State Pharmaceutical Association at Hillsboro, is again in his store after a short illness. He reports the holiday trade as being very good.

Charles Simpkinson, city agent for Simpson, Egly & Co., has retired from the work of soliciting orders for sundries. He has moved to Blue Ash, where his whole attention will be given to poultry raising.

Charles Weissmann sold his Mt. Healthy store to William E. Salt. Mr. Salt will continue business at his old stand on Broadway. He believes that an occasional trip to his new venture will save him the expense of a vacation in the summer.

The firm of Porter & Andrews have recently been formed in Toledo, for the purpose of carrying on business as drug brokers, at 370 Spitzer Building. This firm have secured agencies of some of the largest manufacturing importers of drugs, chemicals, oils, gums, acids, paints, turpentine, linseed oil, etc., etc., and begin business with every prospect of success. E. B. Porter, the senior member of the firm, has for the past eight years traveled through Ohio for the jobbing drughouse of Strong, Cobb & Co., of Cleveland. For thirty-five years previous to this, he was drug buyer for the wholesale firm of John H. Sheehan & Co., of Utah, N. Y. E. B. Andrews, the junior member of the firm is from New Haven, Conn., and was for a long time the representative for Wm. R. Warner & Co., in the State of Massachusetts.

ILLINOIS.

Diplomas for Twenty-three Graduates—Drug Clerks' Association Seeks to Enforce the Law—A Shorter Day for Clerks—Mr. Bodemann Cleared of Charges.

(From our Regular Correspondent.)

Chicago, December 21.—The graduation exercises of the Northwestern University School of Pharmacy, which took place in the Northwestern University building, Dearborn and Lake streets, December 18, showed the institution to be in a flourishing condition. Among those receiving degrees were H. V. Bonicel, of Buenos Ayres and C. A. Hammett, who received diplomas as pharmaceutical chemists.

The list of regular graduates follows: Leo. N. Alt, Roy E. Bates, C. Roland Clothier, Leonard F. Good, Charles P. Hallam, William A. Hieber, Clifford L. Klinck, Gustave S. Kolar, Arthur G. Macomber, Walter C. Magoun, H. Clyde Metzger, Frank A. Milne, John Peter Nolan, John B. Pendergrast, Maynard H. Potter, Frank C. Sheeran, Harold W. Sublett, W. Walter Thiedohr, William B. Wetzel, Clifton D. Wheeler and Frank Pierce Wray.

Professor Francis E. Lloyd of Columbia University, delivered an address on "The Scientific Attitude in Every Day Life."

TO ENFORCE SHORTER HOURS LAW.

The Drug Clerks' Association has attracted considerable attention by starting a campaign to compel all druggists to employ registered clerks and to reduce the number of hours of labor of their employees. Representatives of the association visit meetings of labor unions and are said to make the following assertions frequently:

"If the druggists of Chicago observed the pharmacy laws of the State, over half of them would have to quit. The violations have become so common that they are passed unnoticed, and the inspectors of the State board of pharmacy are so few that they can accomplish no permanent reform." It is charged by representatives of the clerks that women and children often put up prescriptions. The necessity for more inspectors to look for the state board is urged by them.

MINNESOTA TO TAKE UP THE SUBJECT.

State Labor Commissioner Michael E. Neary, of Minnesota, has taken up the question of conditions under which drug clerks work in that State. He says hours should be shortened and that clerks ought not to sleep in drug stores. Statistics on this point are soon to be given out by the State labor board of Minnesota.

CHARGES AGAINST BODEMANN DISMISSED. COMPLAINANT APOLOGIZES.

The charge of Joseph Bernauer against President Wilhelm Bodemann of the State Board, whom he accused of cross-countering him in the eye, has been dismissed in court. Bernauer, in explanation, told Justice Stephens that he had fallen and bumped his eye on a door knob. The justice asked why he had made the charge against Mr. Bodemann and Bernauer said he must have been hypnotized. Mr. Bodemann followed with a speech in which he said that sort of an apology did not make amends for such a serious charge, and followed with some tart remarks that gave Bernauer a verbal black eye to nurse.

NEWS NOTES.

J. D. Colfax is to start a store at Colfax, Wash.

D. G. Kilburn, of Bonham, Texas, has bought a store at Quincy, Ill.

A new store has been opened at Waterloo, Iowa, by H. W. Taggart & Co.

Druggists of Sioux City, Iowa, have decided to abandon the trading stamp scheme for securing trade.

C. E. Hessey, formerly of South Haven, Mich., has purchased the stock and good will of C. E. Armstrong at Grand Rapids, Mich.

Albert J. Wagner, of Tomah, Wis., has bought Jewell Bros. store at Brodhead, Wis. A. Jewell will probably return to Chicago.

E. T. Sims, who started a new store in Denver last fall, has found business too slow there and has bought back his old stand at Topeka, Kan., from C. F. Young.

Charles M. McCabe, formerly city treasurer of Nashville, Tenn. has formed a partnership with Fayette G. Durr for the manufacture and sale of patent medicines and druggists' supplies.

The Drug and Chemical Market

The prices quoted in this report are those current in the wholesale market, and higher prices are paid for retail lots. The quality of goods frequently necessitates a wide range of prices.

Condition of Trade.

NEW YORK, December 23, 1903.

BUSINESS generally has been dull since our last, a condition that is not at all uncommon in the closing days of the year. Most of the demand is for the smaller class of goods, and little or no interest seems to be extended to the larger staples, which are subject to the influence of speculation and competition. Dealers generally are exhibiting a waiting attitude, the demand being almost wholly confined to such small lots as are required for immediate stock replenishment. The near approach of stock-taking time is being felt in all departments, and no improvement in the trade volume is expected until after the middle of January at least. The statistical position of the important drugs is such as to lend encouragement to holders, and prices generally are well maintained, and there is a fairly steady market for most lines of staple goods. Quinine values appear to be tending lower and the undertone is distinctly weak, though manufacturers have not as yet announced any change in price. Opium is without improvement; a continued dull market and competition among holders has further weakened the market and prices are fractionally lower. Peppermint oil maintains its firm position and prices are fractionally higher. Sodium bicarbonate has been advanced, the principal manufacturers having reached an agreement with regard to prices. About the usual number of fluctuations are to be noted in the subjoined paragraphs, but they are for the most part due to natural causes and not the result of speculation or destructive competition. The principal changes are shown in the table of advances and declines.

HIGHER.

Camphor,
Peppermint oil,
Sodium bicarbonate,
Sassafras oil, natural,
Safrol,
Sassafras bark,
Dandelion root, German,
Cottonroot bark,
Sodium nitrate,
Cannabis indica,
Soap bark, whole,
Yerba santa,

LOWER.

Opium,
Silver nitrate,
Ipecac,
Menthol,
Cajuput oil,
Lemon oil,
Hemp seed,
Canary seed,
Gum chicle,
Sarsaparilla, Mexican,
Japan wax,
Cardamom seed,
Quicksilver.

DRUGS.

Alcohol is maintained firmly at the established range of \$2.46 to \$2.48 for grain. Wood is the subject of considerable rumor as to an expected early change in value; only spot sales are being made at the previous range of 50c to 55c, a change being expected by the first of the year.

Arnica flowers have continued dull and the range of 8½c to 9½c is now quoted as to quality and quantity.

Balsam copaiba is finding steady sale in a jobbing way at the range of 34c to 36c for Central American and 37½c to 40c for Para.

Balsam fir, Canada, is maintained with considerable firmness and only small sales are reported at the quoted range of \$3.25 to \$3.60.

Balsam Peru remains quiet and it is intimated that current quotations might be shaded, though nothing below \$1.07½ to \$1.10 is openly quoted.

Balsam tolu is slow of sale and values do not vary from 25c to 28c, which is the jobbing quotation.

Buchu leaves, short, are not inquired for to any extent but there does not seem to be any urgency to realize and the quotations are mentioned at 18c to 21c.

Cacao butter is scarce and the limited available supply is somewhat closely concentrated, with prices maintained at 28½c to 29c for bulk.

Cannabis indica, tops, have hardened in the interval in view of stronger advices from primary sources, and only small lots are obtainable at the revised quotation of 95c to \$1.05; for the small available supply of siftings 90c is wanted.

Cherry bark, wild, is held with more firmness in consequence of present scarcity and while a limited quantity can still be had at 5c, 7c is the general asking price.

Coca leaves, Truxillo, are held with more firmness, the general asking price being 17c to 20c.

Cocaine is rather quiet at the moment, but manufacturers' prices are unchanged, bulk being quoted at \$3.50, though second-hand lots are obtainable at \$3.45.

Codliver oil is very quiet at the moment, jobbing sales only being reported at the previous range of \$110.00 to \$145.00. The Bergen correspondent of the *London Chemist and Druggist*, writing under date of December 5, says: "The first reports of the new cod fishing are rather favorable, the cods being fatter and the livers of good quality. The seals, to which the misfortunes of the past season were partly attributed, have also appeared, however, but so far it is difficult to state what will be the result of the winter fishing of cod to arrive at Lofoden at the end of January. A few barrels of new oil have arrived on this market, but buyers are greatly reserved, and no sales are published."

Cottonroot bark is in better supply and easier, recent arrivals being held at 12c to 15c.

Cubeb berries are steady in price, in sympathy with conditions at primary sources, but only a limited business is passing at 8c to 9c for whole and 10c to 13c for powdered, as to quality and quantity.

Damiana leaves are offered in some instances down to 8c, though 10c is generally asked.

Dragon's blood in reeds has been extremely slow of sale of late, and this, coupled with competition, is responsible for a decline to 47c to 48c in jobbers' quotations.

Ergot continues to offer with considerable freedom under the influence of a slackened demand and Russian and Spanish offer at 35c to 42c.

Formaldehyde is lower on account of keen competition and 40 per cent. in barrels and carboys is quoted at 12½c to 13½c. Contracts for 1904 have been made, but the terms were private and no particulars are obtainable.

Menthol has declined in the interval, case sales having been made at \$5.25 and broken lots at \$5.30 to \$5.35.

Opium has shown an easier tendency since our last owing to lack of demand and slightly lower prices from foreign sources. The price for original packages has dropped to \$2.95, without, however, appreciably stimulating the demand. Broken lots are held at \$2.97½ to \$3.00, as to quantity and seller, but the price of powdered is maintained at \$2.55 to \$2.65.

Quinine is only in moderate demand and the market is quiet, though prices are maintained at the previous range of 25c for bulk in 100-oz. tins. From second-hands 24c to 24½c and 22½c to 23c are quoted for German and Java respectively. At the auction sale of bark at Amsterdam on the seventeenth inst., prices went off at a slight decline and the market is weaker in consequence.

Saffron Valencia continues in demand and the market is firm at about \$8.25, though supplies are offering in one quarter

at \$7.95. American is in rather limited stock and held at the full value of 43c to 45c, as to quality and quantity.

Sassafras bark is firmer owing to scarcity, and spot quotations have been advanced to 8c to 10c.

Soap bark, whole, is in improved position, most holders quoting at an advance to 5½c to 6c.

Spermaceti is quiet and values are slightly easier, 23c to 23½c for blocks and 24c to 24½c for cakes.

Sugar of milk is in good consumptive demand and the market is steady at 14½c to 15½c for powdered, and 17½c for crystals.

Thymol has been in improved demand during the interval and quotations are maintained with more firmness at the range of \$1.75 to \$1.85.

Tonka beans continue in good demand at the quoted range of 60c to 65c for Angostura.

Vanilla beans are jobbing fairly within the range of \$5.00 to \$11.00 as to quality, for Mexican whole. Numerous sales of cut are reported at \$3.75 to \$5.50.

Wax, Japan, has eased off a trifle in the interval, recent sales being at 15½c to 15¾c, owing to slackened demand.

CHEMICALS.

Aniline of salt is dull and easier at 8¼c.

Arsenic is held with increased confidence, English being maintained at 3¼c to 3½c and red Saxony 6¾c to 7¼c.

Bleaching powder has sold actively for forward delivery and a good business also has been done in a jobbing way at 1.20c to 1.25c.

Blue vitriol is quite actively inquired for, with numerous sales at 4¼c to 5c, as to make and quantity.

Chlorate of potash is steady and in moderate demand with crystals quoted at 7c to 7½c and powdered at 7½c.

Cream of tartar has shown no action of any consequence since our last. The quotations of manufacturers are maintained at 25c, though outside lots of crystals and powdered are obtainable at 24½c.

Silver nitrate has dropped a notch or two in the interval, in sympathy with the position of the metal, and 35½c is quoted for 1,000 oz. lots, with up to 39c named for smaller quantities.

Sodium bicarbonate is higher from manufacturers, barrels being quoted at \$1.60 and kegs at \$1.80 in 5 barrel lots, following an agreement among manufacturers.

Tartaric acid is steady and in moderate demand, with crystals and powdered quoted at 31¼c to 31½c and 31½c to 31¾c respectively.

ESSENTIAL OILS.

Anise remains at the previous quotation of \$1.10 to \$1.12½, but holders offer with more reserve in view of the strong tenor of advices from primary sources.

Bergamot is in steady moderate request and the quotation is maintained at \$1.75.

Caajuput is dull and easier, current offerings being at 67½c.

Citronella has developed an upward tendency in sympathy with advices from Ceylon, and quotations for prime pure show an advance to 24c in drums and 25c in cans.

Lemon and orange have ruled quiet since our last, the former selling at 55c while the latter is quoted at \$1.60 to \$1.70 for sweet and \$1.75 to \$2.00 for bitter.

Peppermint is firmer and higher, most of the small, cheap lots having been cleared up and bulk oil offers only in limited quantities, at \$2.65 to \$2.87 and cases at \$3.30 to \$3.35.

Safrol offers less freely and values are firmer with 34c to 35c generally quoted.

Sassafras, Natural, is held with marked firmness in consequence of the prevailing scarcity. While small lots are obtainable at 50c, 55c to 60c is the general asking price.

Wintergreen, natural, is yet held at the range of \$1.85 to \$2.10, but important inquiry is lacking.

GUMS.

Aloes, Curacao, is firmer with 3¼c now named as an inside quotation.

Asafetida has an upward tendency and a fair movement is reported in medium grades at the range of 21c to 26c.

Camphor has been further advanced in consequence of the

continued strong reports from primary sources. Domestic refiners revised prices on the 23d inst. to the higher range of 56½c to 57c for barrels and cases respectively, and the market is firm at the advance. It is of course well known that the entire output of camphor is under the control of the Japanese government and the situation in the East with regard to the possibility of a Russo-Japanese war is causing holders of Chinese and Japanese articles to display considerable firmness in the matter of offerings and prices.

Chicle is unsettled and prices show a lower range to 40c to 42c for spot goods.

Kino is cabled firmer in the London market, but sales are making here at the previous range of 22c to 32c.

Myrrh, siftings, are in demand and the market is firm at 18c to 19c as to quality and quantity.

Tragacanth meets with steady moderate attention from the trade and prices are maintained at 63c to 67c for Aleppo and 45c to 55c for Turkey.

ROOTS.

We have few new features of interest to report in this department. German dandelion is in better supply and the quotation of 9c can be shaded. Senega is firm at 7¼c to 75c as to holder. Some weakness has developed in ipecac, Rio being slow of sale at a reduction to \$1.30 to \$1.40. Golden seal is quiet but steady at 75c.

SEEDS.

Among the seeds, fractional declines are noted in canary to 4½c to 4¾c for Smyrna and 4¾c to 5c for Sicily. Russian hemp is easier at 2½c to 2¾c and celery is dull at 8c. Decorticated cardamoms offer more freely at a decline at 35c to 37½c, while fenugreek is firm on stronger cables and nothing offers below 2¼c. American wormseed is very firm at 13c to 14c. Caraway is in better supply and offers at 4¾c to 5c.

Wild Drugs Advancing.

Wild drugs are making quite a stir in the market at the present time. Among those which have recently advanced or have maintained a firm price for some time we can mention senega, serpentaria, golden seal and ginseng. Meyer Brothers' Druggist says the time is coming when these wild drugs must be cultivated or the prices will be prohibitive, or at least so high that substitutes for the medicines will be found.

The Gum Arabic Market in Senegal.

In a report on the exports from Senegal in 1902 which appears in a recent issue of the *Nachrichten für Handel und Industrie* the following note appears concerning gum arabic: "The price of gum arabic shows no noteworthy change. The average price for the better sorts (bas du fleuve) was 60 centimes per kilogram (11.6 cents per 2.2 pounds) and for the Sudan article 40 to 60 centimes (7.7 to 11.6 cents). The crop was about 100 tons less than that of the previous year. All gum arabic goes to France, where it is handled by a syndicate."

The Scarcity of Drug Clerks.

The *Medical Mirror*, of New York, has been occupying itself of late with the difficulty experienced by New York pharmacists in procuring competent clerks, and in its December number offers the following "simple solution of the problem."

"A regulation of the methods of treatment of the clerk pharmacist is necessary. Proprietors cannot expect to get good pharmacists for \$40.00 to \$50.00 per month, who are willing to work all hours of the day and night. The young men who graduate stand high in their profession and will not tolerate this kind of treatment for such small compensation; they look elsewhere for a livelihood, and hence the profession is robbed of its best men.

"What the proprietors should do is to pay better wages, shorten the hours and treat their assistants as men equal to themselves as far as knowledge is concerned. Do not turn them into soda water boys, but give them to understand their position is one of dignity.

"Pharmacists' clerks can be procured, but under the existing circumstances the poor ones are generally the ones who get the positions."

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 13 DE JULIO DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

CASWELL A. MAYO, Ph. G. *Director*

THOMAS J. KEENAN, Lic. en Farm. *Director Asociado*

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Remesas deben hacerse con libranzas sobre Nueva York, giros postales internacionales ó por expreso ó correo en carta certificada. Toda correspondencia debe dirigirse á la AMERICAN DRUGGIST PUBLISHING Co., 62-68 West Broadway, New York, U. S. A.

EL CANAL DE PANAMA Y LA DOCTRINA DE MONROE

La noticia de que en el Congreso colombiano hay fuerte oposición al tratado negociado con los Estados Unidos para la construcción por este gobierno del canal de Panamá, no se toma en serio por aquellos que están familiarizados con la política de aquella república, aguardándose por lo contrario que más tarde sea el tratado ratificado. La importancia de este proyecto para el bienestar y bienandanza comercial de la América del Norte y del Sur es tan grande, que fuera imposible imaginarse que la empresa pudiera retardarse por ningún espacio de tiempo considerable por una facción del Congreso colombiano. No es tan sólo en la cuestión de prosperidad comercial que este canal está destinado á jugar un importante papel, porque viniendo á asegurar la estabilidad política de las formas de gobierno de los países latino-americanos vuélvese un factor á la vez de primera importancia.

Según los términos del tratado, si llegara á adoptarse, el gobierno de los Estados Unidos no asume derechos territoriales, sino que obra puramente en la misma capacidad que cualquier funcionario privado; pero existe el hecho de que el presidente Roosevelt no ha vacilado en declarar que dejando á un lado y si fuera necesario pasando por encima de toda formalidad, ó prescindiendo de ella, que es lo mismo, los Estados Unidos debe ejercer todo aquel dominio sobre el canal de Panamá que sea necesario para fines de defensa nacional y el mantenimiento de la doctrina de Monroe. Europa está discutiendo esta doctrina con tal

inteligencia y respeto como no se habían expresado antes, considerando al Presidente como el campeón inflexible de la misma. Verdad es que van envueltas con ella ciertas cuestiones hipotéticas en relación con futuras contingencias que no sería fácil en este momento contestar.

Al mismo tiempo es grato observar que el temor de una agresión por parte de los Estados Unidos, bajo el pretexto de aplicar la doctrina de Monroe, va desapareciendo en Sud-América á medida que se conocen é interpretan mejor las aspiraciones del pueblo norteamericano. *La Prensa*, de Buenos Aires, periódico de importancia, después de ocuparse del tratado relativo al canal de Panamá, dice que no hay motivo justificado para temer á los Estados Unidos, y opina que resultará más ventajosa la administración del canal bajo el predominio de este país que en manos de europeos como dueños, y concluye diciendo, refiriéndose al mensaje del presidente Monroe, que la solidaridad americana es más necesaria ahora que ochenta años atrás.

En una comunicación dirigida hace algunos meses por el gobierno de la Argentina al de los Estados Unidos con objeto de que los Estados Unidos hiciese una declaración contra la cobranza de deudas por la fuerza, aquella república vino á afiliarse á la doctrina de Monroe, y creemos que este es el primer paso dado en este sentido por gobierno sud-americano, y es de presumir en vista que representa un cambio de actitud por aquellos países y habrá de conducir á relaciones más francas, comerciales y políticas, con los Estados Unidos.

Nosotros, en su vista, celebramos el advenimiento de este nuevo estado de cosas, porque de aquí en adelante se ensanchará el comercio internacional tan luego como se aprecien debidamente los recursos inmensos de este mercado inagotable del Norte; en el ramo de drogas, en que estamos directamente interesados, nuestros lectores pueden tener la seguridad de que hallarán aquí cuanto les haga falta á precios ventajosos; todo informe que pudieran necesitar, droguista ó tratante, ó consumidor, estamos dispuestos á proporcionárselo sin remuneración alguna.

ANTIGÜEDAD DEL ACEITE DE RICINO EN LA MEDICINA. — Este remedio casero — sin igual como laxante bajo todas circunstancias — parece no haber sido desconocido en la remota antigüedad. En el tiempo de Herodoto, 500 años antes de la Era Cristiana, ya se cultivaba la planta en Egipto, y Estrabón menciona el uso que se hacía del aceite para dar friegas entre las clases bajas de los egipcios,

LOS NUEVOS REMEDIOS DE 1902-1903

MEMORIA DE LA COMISIÓN DE NUEVOS REMEDIOS DE LA ASOCIACIÓN FARMACÉUTICA DEL ESTADO DE NUEVA YORK PARA 1902-1903.

Por THOMAS J. KEENAN, *Presidente*.

Siguiendo nuestra costumbre hacemos mención en este informe, del rumbo que han tomado los trabajos del laboratorio en la preparación de nuevos remedios á que se han dedicado los químicos fabricantes.

Aunque durante el período á que pasamos revista se ha producido un volumen regular de antirreumáticos y eliminantes de ácido úrico en nuevas combinaciones, ha habido mayor actividad en la fabricación de substancias destinadas al tratamiento de trastornos pulmonales, de cuyas resultas notamos un número de nuevos sintéticos terapéuticos, la mayoría de los cuales deben su eficacia medicinal al guayacol. Este cuerpo, que es el constituyente activo de la creosota de haya, ha demostrado ser un remedio tan valioso en muchas dolencias, que se han hecho numerosas tentativas, más ó menos fructuosas, para privarle de ciertas cualidades que entorpecen su empleo general, siendo el resultado un número de adiciones á la materia médica, que en pocos casos han venido á coronar la expectación de los fabricantes. El nombre que el guayacol y sus derivados han alcanzado en un período relativamente corto nos ha inducido á describir esta substancia en su doble aspecto químico y farmacéutico.

La preparación conocida comercialmente por el nombre de guayacol, obtiéndose por la ebullición de la creosota de haya á 200 á 205 grados C., de que sale un producto purificado por medio de la recristalización con el guayacol potásico ó el guayacol benzoico; también se forma sintéticamente un guayacol cristalino saturando con metilo la pirocatequina, y de igual modo de la ortonasidina por medio de la diazotización y ebullición. El guayacol sintético puro hecho por cualquiera de los dos procedimientos mencionados es un cuerpo incoloro, cristalino, fusible á los 28.5 grados C.; y que hierve á los 205 grados C. Es soluble en el alcohol, éter y el ácido sulfúrico y en 50 partes de agua. Se combina directamente con numerosas bases para formar sales cristalinas, y con ciertos ácidos radicales, algunos de los cuales forman valiosos agentes terapéuticos. Mientras que muchos de estos compuestos están exentos de las particularidades inconvenientes del guayacol mismo, no obstante, es un hecho que la mayoría de ellos son al mismo tiempo muy inferiores al producto original en valor medicinal.

El primer sucedáneo del guayacol introducido en la medicina, fué el bonzosol ó el guayacol benzoico, allá por el año de 1890. Poco tiempo después y en sucesión rápida se dieron á conocer una serie de sales etéreas, como el ácido carbónico guayacol y el carbonato de guayacol en 1891, el bioduro de guayacol en 1892, cinamato de guayacol y guayacol salol en 1893, guayacol etiléneo, fosfato de guayacol, metil guayacol en 1894, valerianato de guayacol en 1896, fosfoguaiacol y piperidina guayacol en 1897. En esa época (1897) se hicieron tentativas en otros sentidos con objeto de producir nuevos derivados del guayacol. Este se sulfonató resultando el ácido sulfónico guayacol del que se prepararon varios compuestos. G. H. Schaefer, químico de la empresa que lleva el nombre de New York Quinine & Chemical Works, dió á conocer el sulfonato quinina guayacol bajo el nombre de guayaquinal á la que siguieron otros compuestos alcaloides, como también las sales de hierro y de bismuto del ácido sulfónico guayacol, pero el derivativo de quinina parece haber sido el único compuesto que haya hallado favor entre el público. La sal potásica del ácido sulfónico guayacol, preparada y expendida por Merk & Co., bajo el nombre de Miocol, está altamente recomendada, y empléase extensamente como substituto no venenoso de la substancia madre.

Merece notarse que en estos pasados años los investigadores demuestran predilección por las antiguas combinaciones, de cuyo

resultado se han presentado al mercado el guayacol cacodilato, el guayamar y guayasanol, además de otros derivados numerosos de guayacol, tales como los enumerados en el presente informe bajo nombres que sugieren más ó menos su composición química ó la aplicación terapéutica que con ellos se intenta. Por muy interesantes que sean estos compuestos, lo es más notar el hecho de que cuando se busca la acción del guayacol los médicos demuestran preferir el producto tal como se preparaba antes, y del que pretenden obtener mejores resultados por más de que compuestos tales como el creosotal y duotal — carbonatos de creosota y guayacol — todavía se prescriben extensamente.

El empleo mayor de substancias órgano-terapéuticas ha llamado la atención durante el año. Aunque la larga lista de extractos y preparaciones de los órganos y glándulas del cuerpo animal que hace años prometían alcanzar gran voga, y en efecto llegaron á emplearse extensamente, pero que han caído en desuso, se han hallado nuevas aplicaciones para un número de los constituyentes activos de ciertos cuerpos glandulares y sus combinaciones químicas. Los productos de las glándulas suprarrenal, tiroide y timo han sido ensayados puros y en sus varias combinaciones, de cuyas resultas en muchos casos las pretendidas propiedades que para ellos se reclamaban han sido comprobadas. La epinefrina fué el primero de los principios activos que se separaron de las glándulas suprarrenales por el profesor Abel, de la Universidad John Hopkins, en 1896. Un año más tarde von Fürth disputó las reclamaciones de Abel, alegando que la epinefrina era meramente una substancia extraña inactiva contaminada por el principio activo aislado por el mismo y al que llamó suprarenalina; con todo no se cree que el producto de Fürth sea un producto químico puro. En 1901 Jokichi Takamine anunció el aislamiento del constituyente activo de la glándula en una forma inalterable y cristalina, dándole el nombre de adrenalina, cuyo preparado fabrica extensamente para el comercio la conocida casa de Parke, Davis & Co. Al mismo tiempo no estará demás observar que la pretensión de Takamine de que la substancia separada por él es pura, es á su vez disputada por Abel, que la considera sólo una mezcla de la epinefrina original reducida.

Se han hecho numerosas tentativas para aislar los constituyentes activos de la glándula tiroide, creyéndose que la substancia designada por el nombre de tireoidina por Baumann que la descubrió, engloba las propiedades fisiológicas de la glándula citada. El año pasado también se anunció el aislamiento de un fermento soluble que lleva el nombre de tiroidinase, al que damos cabida en este informe al igual que otra preparación llamada antitiroidina, consistente en un suero de animales herbívoros, privados de las glándulas tiroides algunas semanas antes de ser degollados.

Entre los nuevos remedios de este año hay que comprender un número de substitutos del iodo y que denuncian el hecho de que hay todavía empeño en producir una substancia antiséptica tan potente como el yodoformo, pero desprovista de su olor desagradable; mientras que las indagaciones para hallar substitutos á las sales de bromuro empleadas en el tratamiento de la epilepsia, etc., han culminado en la producción de varios compuestos que se pretende estar exentos de los desagradables efectos de los bromuros ordinarios, los que se describen en nuestro informe más detallado.

ACETOZONO, llamado antes benzozono, e: peróxido, descubierto por el profesor Frederick G. N. Universidad de Michigan, y preparado y expendido Davis & Co. Es un cuerpo cristalino derretible; siendo mayor el calor se descompone lentamente acetozono no se vende en estado puro, sino que se coloca mercado mezclado con unos polvos absorbentes inertes de ur igual, que hacen la solución algo densa. Como antiséptico uso externo, la substancia se emplea en soluciones acuosas 1000, las cuales se preparan revolviendo bie

filtrando después. Para uso interno puede darse en cápsulas, á dosis de 3 á 5 granos, tres veces al día, debiendo atenuarse los polvos en este caso con licopodio ó azúcar de leche.

METIL ACETILO SALICILATO. — Substancia que representa el salicilato de metilo en el que un átomo de hidrógeno ha sido reemplazado por un acetilo radical. Es un polvo cristalino inodoro, insoluble en agua, pero soluble en alcohol, glicerina, cloroformo y los aceites fijos. Se recomienda como antirreumático en dosis de 5 á 8 centímetros, diariamente.

ANTHRASOL. — Es una preparación nueva de alquitrán de origen alemán, formada de iguales partes de alquitrán de carbón y alquitrán de enebro. Preséntase como líquido amarillo pálido oleaginoso, con un olor á alquitrán pronunciado. Es soluble en acetono, benzol, los aceites fijos, petrolatum y alcohol absoluto, pero sólo en la proporción de 5.10 por ciento en alcohol de 50 por ciento. Preténdese que es más eficaz y menos irritante que el alquitrán ordinario en el tratamiento de ciertas enfermedades cutáneas en las que se emplean el alquitrán en la forma de ungüento, pasta, solución (en petrolato líquido) y jalea glicerina.

ANTIGERMINA. — Es la sal de cobre de un ácido orgánico flojo al que se atribuyen propiedades poderosas desinfectantes y deodorizantes. Es un líquido verde amarillento, denso y sin olor que puede mezclarse con agua caliente, pero que es solamente soluble en la proporción de 1 parte en 200 partes. Al mezclarse con agua se separa en parte y parece desprender una sal insoluble. (Véase Microsol.)

DERIVADOS DE ANTIPIRINA. — Recientemente se han descrito un número de compuestos nuevos cuyo estudio ha arrojado alguna luz en la constitución de la antipirina. Los correspondientes compuestos de azufre y selenio, tiopirina y seleniopirina preparados por la acción de los compuestos potásicos de selenio ó azufre en el hidrocloreto de antipirina tienen su constitución exactamente análoga á las del compuesto original.

HIDROCLORURO DE ANTIPIRINA. — Fórmase cuando la antipirina se disuelve por la saturación en un 33 por ciento de ácido hidrocórico y la solución se evapora con un poco de alcohol á 100° C. La sal cristaliza en capas gruesas. Los cristales absorben la humedad de la atmósfera y son solubles en agua, pero escasamente en alcohol.

UNGÜENTO ANTIRREUMÁTICO. — Se da este nombre á un ungüento de metil salicilato, guayacol y trementina con una base de ungüento, para el tratamiento externo del reumatismo. La fórmula es: salicilato de metilo, 25; guayacol, 5; trementina, 5; lanolina, 15; petrolatum, 25. Aplícase con prontitud una capa de este ungüento sobre la parte dolorida, cubriéndose inmediatamente con una hilas; la aplicación se reanuda dos veces al día.

SUERO ARONSON ANTIESTREPTOCOCCO. — Es un nuevo suero para defenderse contra la infección del estreptoco. Con un cultivo de estos procedentes de los enfermos de fiebre escarlatina, primero se hace la prueba con animales, y después se inocula en el caballo, el suero protector obtenido de esta manera se hace estable permanentemente con la adición de un pequeño porcentaje de tricresol. Se emplea como preventivo de la fiebre escarlatina. En los Estados Unidos se halla de venta en el establecimiento de Schering, Glatz, New York.

ANTITEROIDINA. — Dase este nombre á un suero de animales antiherbívoros cuyas tiroides les han extirpado y los cuales degüellan algunas semanas después, empleándose la sangre en la preparación del suero. Se recomienda para la cura del bocio exoftálmico (enfermedad Baredow).

ARHEOL. — Mal llamado á veces Arteol, representa los constituyentes normales alcohólicos del aceite de sándalo, conocidos usualmente por santalol. Es un fluido oleoso, incoloro, y se pone en cápsulas de 0.3 grm. cada una.

APTISINA. — Es un nuevo compuesto de guayacol, una combinación de potasio guayacol sulfonato y petrosulfol. Preséntase como polvo higroscópico obscuro soluble en cuatro partes de agua. Por su tendencia delicuescente se prescribe mejor en cápsulas ó en forma de jarabe; las primeras contienen 4 granos de aptisina, y las últimas, de aptisina, 9; jarabe de corteza de naranja, 45; jarabe simple, 90; tintura compuesta de cincona, 7.5. Recomiéndase en el tratamiento de la tuberculosis, bronquitis crónica y afecciones catarrales de los pulmones.

ARSITRIOL. — Es un nombre arbitrario por el gliceroarsenato de calcio.

BISMUTOSA. — Es un compuesto albuminoso bismútico, obtenido precipitando una solución de albúmina de huevo con nitrato de bismuto en una solución de cloruro sódico, lavando el precipitado hasta que es perfectamente neutro, desecándolo á un calor suave y pulverizándolo en último término. Forma un polvo fino no aglutinante, conteniendo cosa de 21 por ciento de bismuto. No es tóxico en absoluto, y puede emplearse como astringente intestinal en grandes dosis; también se emplea ventajosamente en la dispepsia crónica.

BROMETILFORMINA. — Obtiénese por la acción del bromuro etilo sobre una solución alcohólica diluida de formina, y preséntase en cristales incoloros, solubles fácilmente en agua. Cuando se trata con una solución de carbonato sódico, se libera la formina, formándose el bromuro sódico. Recomiéndase como un sustituto de los bromuros ordinarios.

BROMOQUINAL. — Es otro nombre para el dibromosalicilato de quinina.

BROMOLEINA. — Es un producto adicional de los ácidos grasos del aceite de almendra sin saturar, conteniendo un 20 por ciento de bromo. Es un líquido amarillo, inodoro, insípido que se pretende ser más eficaz que los bromuros ordinarios cuando se emplea hipodérmicamente.

BROMO-SUERO. — Es un sustituto de los bromuros el cual se obtiene disolviendo bromuro sódico, 6; y cloruro sódico, 1.5; en agua, 1000. Empléase hipodérmicamente, tanto como 500 c. c. sin peligro.

ACIDO CAÍNCICO (C₁₀H₁₆O₁₀). — Se obtiene de la raíz de la Chicocca anguifuga (Cainza del Brasil), y de la Chiococca racemosa. Es soluble en el éter y en el alcohol, y forma cristales de un gusto amargo. Empléase como remedio para hacer crecer el cabello, en dosis diarias de 0.1 grm. á 0.25 grm.

CAF-FORMA-SAL. — Es una combinación del alcaloide cafeína con una de las cuatro sales del ácido disalicílico metileno descritas bajo el nombre de Compuestos Formasal de que tiene privilegio la Liberty Chemical Co., de Philadelphia.

CARBOLISOFORMO. — Nombre comercial de una preparación conteniendo 66⅔ por ciento de lisoformo y 33⅓ por ciento de ácido carbólico crudo.

QUINAFENINA. — Combinación de quina y fenetidina, preparada por la acción de la quinina sobre el cloruro para-etoxi-carbamina, ó sobre el para-etoxil-fenil-isocianato. Está íntimamente relacionado con la euquinina, y se presenta como polvo insípido, blanco, escasamente soluble en agua, pero que se disuelve fácilmente en alcohol, éter, cloroformo y ácidos, con los cuales forma sales. Como antiséptico, la quinafenina se encuentra entre la quinina de acción lenta y las preparaciones que obran rápidamente tales como el acetanilido, la fenacetina, el lactofenino y el piramidón. Se emplea en la tos ferina, en dosis de 0.15 á 0.3 granos para niños y 0.2 á 0.3 granos para niños de más edad. Para adultos, en indicaciones varias, se administra en dosis igual á la de quinina, de la que es un sustituto. La quinafenina la fabrica y expende Merck & Company.

(Se continuará.)

APARATOS QUIMICOS Y FARMACEUTICOS

Por H. J. KENDERSON, PH. C.

Los farmacéuticos, al igual que aquellos que se dedican á ocupaciones afines, no carecen seguramente de inventiva como puede demostrarse con sólo recorrer las páginas de un catálogo de aparatos químicos. La modificación Tyrer del aparato para la aplicación de la prueba de Marsh para arsénico, y la modificación Kirby de la prueba de Gutzeit, pueden citarse como ejemplos de lo dicho. No hay para que culpar al farmacéutico por muchas de las malas calidades inherentes de sus herramientas, porque, habiéndose llamado tantas veces la atención sobre aquellas, volver sobre lo mismo habría de ser harto cansado. Con referencia á espátulas y á cuchillos para píldoras, se han hecho simples pero admirables sugerencias; las primeras deberían de estar exactamente equilibradas, y los últimos casi escuadrados en la punta. Las ventajas de estas mejoras son evidentes á todo hombre práctico, y es innecesario enumerarlas. Es cosa simple el remediar la falta en el cuchillo de píldoras, basta un formón, un martillo y una amoladora. Ya es algo más difícil tratar de corregir el desequilibrio de una espátula defectuosa.

El genio que preside, detrás de los frascos de color, es realmente un individuo que viene sufriendo desde hace tiempo. Acosado por las Comisiones de Venenos, su capacidad apreciada por los *coroners* como la de un muchacho que va á la escuela, quizás aguante estas cosas; pero, con respecto á la inexacta y mal conformada botella de la gravedad específica nunca! Una botella de gravedad específica para contener exactamente 50 grm. de agua á 15-5° C., la pidió una vez un colega, y por más que parezca increíble, realmente la recibida respondió á las especificaciones; el contrapeso era inexacto, sin embargo; pero el conjunto, con la caja de hojalata completa, sólo cuesta una friolera más de once chelines, y no obstante, no falta quien diga que en farmacia todo es provecho. Esta botella de gravedad específica es la única perfecta que me han suministrado. Tenía la forma de un huevo, más ancha en la base; el tapón no salía más allá del cuello, que era de un diámetro moderado y no estaba hecho especialmente para retener burbujas de aire.

Para averiguar la gravedad específica rápidamente con una botella, es esencial que la tal pueda contener alguna fracción simple ó múltiple de 100, en gramos, usualmente 50. Cuando se usa con el contrapeso y los pesos métricos, multiplíquese simplemente el peso por 2 y colóquese el punto decimal, e. g.:—Peso menos el contrapeso iguala á 49.384 grm.; gravedad específica iguala á 0.98768; un recurso matemático para ahorrar tiempo, conocido de la mayoría, que reduce la posibilidad de una equivocación aritmética á lo mínimo. Se venden frascos con dos marcas en el cuello, una para indicar la cantidad que contiene, la otra para indicar la cantidad que vierten. No puede prometerse exactitud extremada de estos frascos, y después de probar algunos con agua destilada, hallé que no eran á propósito para el fin requerido, y en consecuencia fueron devueltos, acompañando la intimación de que en la entrega eran defectuosos. A lo que se nos replicó, preguntando si se habían probado con mercurio!

Aparatos graduados con exactitud pueden obtenerse pagando un buen precio. Por otra parte nunca se ponderarán bastante los frascos graduados, buretas, etc., estampados en Reichs-Anstalt, en Charlottenburg. Desde el punto de vista de la exactitud extremada son perfectos; con todo, quisiera que los botes de medir tuviesen el diámetro de las clases más comunes en lugar de parecerse á una bureta sobre un pié, porque á veces es conveniente secar uno de estos botes con un paño.

Las retortas de cristal de Jena son infinitamente superiores á las de forma antigua de cristal de Bohemia. Superan á éstas en duración y en corrección de forma. No llevan tapón esmerilado por alguna razón, y por lo regular son demasiado largas y demasiado anchas en el cuello, algunas de las más grandes (2.000 c. c.)

tienen más de dieciocho pulgadas de largo y con agujero tan grande que precisó usar un adaptador, á pesar del hecho que el diámetro interior del tubo condensador era de 0.75 pulgs.

El espacio que ocupa un condensador Liebig es ya bastante grande sin añadir dos piés más á su largo. El cuello de una retorta no necesita exceder un pié de largo en su exterior. Es á menudo acertado hacer proyectar al cuello del largo deseado y unir una pieza pequeña de tubo de cristal de Jena á la extremidad. A menos de que esto no se haga, el cristal gradualmente se quiebra. Una retorta preparada de esta manera es más conveniente para el trabajo, porque teniendo el trozo de tubo corto menos diámetro que el tubo de goma, á la extremidad del condensador, se introduce y se saca con facilidad. La construcción á guisa de cono en la junta, cuando se aprieta fuertemente, hace el conjunto á prueba de aire, haciendo innecesario el adaptador.

Separadores de la forma más apropiada para hacer ensayos son difíciles de obtener, siendo la causa de la dificultad el hecho de que no se fabrican especialmente para el trabajo que se les hace desempeñar. Lo que usualmente se suministra es un embudo de separar para añadir líquidos á frascos cerrados. No se ha adoptado ninguna forma tipo, algunas veces son casi esféricas, raras veces la forma de pera. Algunos tienen orificios en la llave de cerca de un octavo de pulgada de diámetro, otros son de cristal tan malo y están soplados con tanta irregularidad, que se quiebran al calentarlos al baño-maría. A menudo el tapón remata en punta precisamente donde se ha de apretar con el índice durante la agitación violenta necesaria para la extracción completa de alcaloides.

El separador de forma más apropiada tiene un tapón de cabeza plana que no proyecta en el interior, y un esmerilado plano abajo. Tanto el tapón como la llave son de vidrio maciso. El tubo de descarga no debería exceder de una pulgada y media de largo, la pera descende directamente en la llave, factura esta que facilita la separación. Se ha sometido un esquema de esta clase de separadores á un fabricante de aparatos de vidrio para la química, siendo el precio cotizado de 72 s. la docena, precio exagerado, por cuanto la forma ordinaria cuesta 36 s. la docena.

El mejor plato para pesar alcaloides es el ideado por R. A. Cripps y que figura en su *Farmacía Galénica*, en la página 272. Este plato se obtiene ahora en cristal de Jena y puede calentarse al baño-maría sin temor de que se quiebre. El baño-maría de la forma más servicial es el Bicchí. Puede calentarse rápidamente, lo que constituye una gran ventaja cuando se emplea el baño á intervalos; tiene un defecto que bastará con indicarlo para remediarse. Los baños-maría alguna que otra vez quedan secos al hervir, aún cuando estén dotados de un nivel, especialmente si la canilla del abasto trabaja á una presión desigual, falta esa bastante común al manufacturar la obra. El baño se deja por unos momentos convenientemente regulado, cuando alguien abre la canilla que da entrada al abasto, y el chorro á través del baño cesa y se evapora pronto la pequeña cantidad de agua que hay en él; la unión de latón con la que está relacionado á rosca el tubo del abasto del agua, se derrite.

Un extremo que se relaciona con el horno de aire caliente merece la pena de discutirse. El fondo de un horno que presta constante servicio queda destruido fácilmente por la acción de la llama sobre el metal. Esto puede prevenirse hasta cierto punto y trabajando con redoblonces una planchita del cobre á aquella parte del fondo expuesta á la llama. El cobre cayendo sobre la cabeza extendida del quemador interviene seriamente con la acción del regulador de gas, tapando los ros finos de gas. Esto imprime al horno en cuestión aquella sucia y desaseada en que goza el bohemio científico considera que la suciedad y el conocimiento son voces sinónimas. A aquellos que piensan de otra manera habría de recomendarles que reemplazasen el cobre por una capa delgada y quedarán encantados con el resultado.

Algunas botellas de reactivo llevan tapones esmerilados con cabeza redonda plana. Si la base de un mortero Wedgwood fuese cuadrada, fuera posible mantenerlo firme al triturar miel borax, pero como no lo es, sólo podemos desear que lo sea, y aguardando con paciencia el día en que el Parlamento Británico nombre una comisión para proyectar y recomendar formas tipo de aparatos para trabajos de ensayo en farmacia, y toda otra mejora en la fabricación de aparatos que consideren apropiada. Entonces quizás, los fabricantes podrán aprontar un artículo apropiado á un precio razonable.

NOTAS FARMACEUTICAS

VELOPURINA. — Es una base para ungüentos que se obtiene (*Pharm. Centralh.*, XLIV, pág. 322) disolviendo 60 á 150 grm. de un jabón oleoso en 1,000 c. c. de alcohol de 96 por ciento, y después de filtrar la solución se añaden de 50 á 100 grm. de aceite de oliva, triturándose en un mortero hasta que la masa se vuelva homogénea y suave. Una velopurina mercurial preparada al efecto hallóse ser excelente para unciones, por absorberse fácilmente en el sistema el mercurio.

LAS PASTILLAS DE SUERO DIPTÉRICO á que se hace referencia en los nuevos remedios para 1902-1903, cuya lista aparece en otra pág. de este periódico, son el resultado de experimentos emprendidos por el doctor Martin con objeto de hacer innecesarias las inyecciones hipodérmicas tan desagradables á muchas personas. Primeramente tocó la falsa membrana con una torunda de algodón-lana embebida en suero, pero el contacto era demasiado breve y no dió resultado. Luego pensó en mezclar el suero con goma para hacer una pastilla, que ha ensayado con buen éxito, y créese que estas pastillas se emplearán extensamente como preventivo. Se ha dado el caso que muchos padres y parientes de niños atacados de difteria no han querido consentir una inyección profiláctica del suero; pero tratándose de pastillas no habrían de oponerse á su administración. También ha ocurrido que muchos niños que se suponían curados, al volver á la escuela tenían aún gérmenes infecciosos en la garganta, mientras que con el empleo de las pastillas se salvaría esta exposición.

ACEITES ESENCIALES COMO DESINFECTANTES. — No hace mucho tiempo que se sometieron á varios exámenes la acción desinfectante de los aceites esenciales y sus constituyentes (*Schimmel's Semi-Annual Report*, abril de 1903).

Calvillo ha verificado pruebas comparativas de las propiedades bactericidas de los aceites de tomillo y de canela, y también de otros aceites con una solución de 1 por ciento de cloruro de mercurio, habiendo hallado que una emulsión de aceite de canela del 7 al 8 por ciento ó una solución de aceite de tomillo al 11 por ciento al lavarse las manos poseían la misma acción esterilizante que la acción del cloruro mercúrico sin ir acompañadas de las desagradables propiedades secundarias del último. Pero la acción más potente se obtiene con una emulsión del aceite de canela al 9 por ciento con la cual se efectúa una esterilización completa.

Mark, continuando la obra experimental de Konradi, ha examinado el terpineol, la heliotropina, vanillina y otros cuerpos aromáticos con igual objeto. El desarrollo de los gérmenes patogénicos tales como los esporos del antrax y los estafilococos piógenos aureus

queda atajado con las sustancias arriba indicadas. Una solución de terpineol al 1 por ciento destruyó el antrax después de 1 hora, y otra al 10 por ciento produjo el mismo efecto en el estafilococos; la nitrobenzina también dió un resultado igual en 24 horas, siendo la solución de al 10 por ciento.

Pero la acción del terpineol es especialmente potente en combinación con el jabón blando. En emulsión bacterica las substancias arriba mencionadas, pero con preferencia el terpineol causan aglutinación, lo que se atribuye á la consistencia oleosa de las sustancias, pero, no obstante, no entorpece la destrucción. Mark piensa más bien que la acción bactericida débese á la propiedad de las sustancias aromáticas de imprimir actividad al oxígeno, apoyándose en sus observaciones de que el terpineol (bien como sustancia, bien en la forma de vapor) casi inmediatamente deja libre el yodo del yoduro potásico, ocurriendo esta que con la heliotropina y vanillina sólo se verifica después de varias horas. La acción bactericida está en relación con su poder estimulante.

PARA QUITAR MANCHAS DE ÁCIDO PÍCRICO. — Se anuncia (*Apoth. Ztg.*, HVIII, pág. 252) que es fácil quitar manchas recientes de ácido pícrico con sólo cubrir la mancha con una capa de carbonato de magnesio, que luego se humedece con un poco de agua para formar pasta y frótase después con el dedo sobre la mancha, que no tarda en desaparecer.

TINTURA DE YODO MEJORADA. — Según M. CLARRET (*Report Pharm.*, 1903, No. 4, pág. 186), puede hacerse una tintura de yodo mejorada, disolviendo 1 grm. de yodo y 2 grm. de borax en 12 grm. de alcohol de 90 por ciento. La adición de borax impide la formación de ácido hidriódico, que de otra manera se forma en la solución y que es la causa de irritación considerable y de dolor, cuando la tintura, como se hace de ordinario, se aplica á la piel.

PÍLDORAS REVESTIDAS DE PLATA. — Es posible encapar las píldoras (*Pharm. Ztg.*, XLVIII, pág. 331) por medio de una solución de gelatina en ácido acético concentrado como sigue: Disuélvase 10 partes de gelatina, ablandada previamente en agua, en 45 partes de ácido acético caliente; evapórese á una gravedad específica de 1.15, añádese 1 á 2 por ciento de alcohol y déjese enfriar. Por cada kilo de píldoras se añade de 1 á 2 grm. de esta masa, ó la cantidad para que las píldoras después de voltear por mucho tiempo, tiendan á adherirse entre sí, y en este momento se añadirán de 4 á 6 grm. de hojas de plata al kilo de píldoras en la cámara y después se afinará la capa como de costumbre.

ADULTERANTE DE ACEITE DE MENTA PIPERITA. — C. T. BENNETT (*Pharm. Journ.*, No. 1712, pág. 558) anuncia haber descubierto 15 por ciento de acetina purificada, mezclada de los tres esters acéticos de glicerina, en una muestra de aceite de menta piperita. La acetina se produce bastante barato calentando juntos glicerino y ácido acético glacial por algunas horas. El aceite de menta piperita adulterado tenía la apariencia normal, al igual que el olor y el gusto, pero sus caracteres físicos y químicos eran del todo diferentes del aceite puro. El autor no ha podido idear una prueba fácil para el adulterante, aunque la prueba de solubilidad B. P. es medianamente eficaz cuando la acetina está presente en cualquier pequeña cantidad.

EL VERDADERO VALOR DEL ANTIDOTO CONTRA EL ARSENICO

El doctor L. De Busscher (*Arch. Intern. de Pharm. et de Ther.* Vol. X, pág. 455) ha dado á conocer una serie de experimentos con animales que hacen dudar del verdadero valor del antídoto ordinario para la intoxicación de arsénico, el cual consiste en una mezcla de óxido férrico precipitado con magnesia. El autor determinó primeramente el mínimo de la dosis tóxica de arseniato potásico en un conejo. Luego envenenó un perro con una cantidad mínima de esta substancia é inmediatamente dió al animal el antídoto ordinario para arsénico, mas el supuesto remedio no salvó la vida al animal prolongando, por lo contrario, los síntomas de envenenamiento.

La solución Fowler es más venenosa que el anhídrido, y también se echó mano de ella para estos experimentos, mas el antídoto no tan sólo resultó enteramente inútil, sino que parecía aumentar y acelerar los síntomas de la intoxicación. De cuyos experimentos ha sacado en limpio el autor que el valor del antídoto arsenical ordinario es muy dudoso. En apariencia es inútil en el envenenamiento de arseniato potásico y y nocivo en la intoxicación Fowler. También cree que el mejor método para salvar al paciente que padece de envenenamiento es el extraer mecánicamente el arsénico del estómago con un emético en vista de que la bomba gástrica resultó ineficaz.

Análisis Químico de la Resina Caraña

A. Tschirch y O. Saal, han aumentado la lista de las elemíes previamente analizadas con la elemí caraña, derivada del *Protium carana* que crece en el norte del Brasil. El nuevo agente de la materia médica contiene ácido isocarelemínico, $C_{40}H_{56}O_4$, que es amorfo y se derrite á $75^\circ C.$, 2 por ciento; se separa sacudiendo la disolución etérea de la resina con una solución de Am_2CO_3 : ácido carelemínico $C_{40}H_{58}O_4$, que cristaliza con una mezcla de alcohol metilo y etilo en agujas bien formadas, dertiéndose á $215^\circ C.$, 8 por ciento: ácido carelemísico, $C_{37}H_{56}O_4$, que es aformo y se derrite á $120^\circ C.$, 10 por ciento; estos dos últimos se separan, después de eliminado el ácido isocarelemínico, sacudiendo con 1 por ciento de una solución N_4OH . El ácido carelemísico se separa del licor madre, después de apartar el ácido carelemínico por la cristalización. Separados estos tres ácidos, el residuo que queda, destilado al vapor, 10 por ciento de aceite esencial, que es un líquido amarillo, fragante, cuyo olor se aproxima á la mezcla de los aceites de hinojo, eneldo y limón. Al fraccionarlo rinde una fracción incolora de olor agradable entre $170^\circ-172^\circ C.$: una fracción amarilla más densa entre $172^\circ-200^\circ C.$; y á temperaturas más altas un producto acre, viscoso, pardusco. H_2SO_4 fuerte, produce una reacción de color rojo cereza con la primera fracción. El residuo resinoide de la destilación al vapor da caramirina. $C_{30}H_{50}O$, dertiéndose á $175^\circ C.$ Sepárase en amirina *a* y *B*, dertiéndose la primera á 180° y la última á $192^\circ C.$ La caramirina es idéntica á las amirinas aisladas de otras elemíes. Las dos amirinas se separan en alcohol á 80 por ciento, gracias á la diferente solubilidad de sus esters benzoicos respectivos; en ese disolvente el benzoato *a* amirina es soluble, y el benzoato *B* amirina insoluble. El licor madre, después de haber cristalizado la carami-

rina, contiene la carelersena $C_{37}H_{40}O_3$, indiferente y amorfa, y se derrite á $75^\circ-77^\circ C.$ Forma de 30 á 35 por ciento de la elemí original, que probablemente contiene vestigios de brioidina. — *Archiv. der. Pharm.* 241, 149.

FENOMENO DE LA GELATINIZACION

Es un hecho notable que el agua puede en apariencia solidificarse con sólo añadirle 1 por ciento de gelatina. Las jaleas más ó menos densas que se sirven á la mesa como bocados delicados, contienen probablemente arriba de un 95 por ciento de agua. De igual manera la medusa contiene solamente un pequeño porcentaje de materia sólida. La propiedad notable de la gelatina de transformar el agua, por decirlo así, en un cuerpo sólido, ha tomado para los físicos las proporciones de un problema. No obstante lo dicho, se sostiene en general que el agua que forma parte de la gelatina se halla en un estado fluído y por consiguiente retiene todas sus propiedades sin alteración alguna. Según esta apreciación, el estado sólido de una jalea es una propiedad de la gelatina misma. Sea como fuere, se ha establecido que la gelatina se presenta bajo ciertos experimentos físicos con poca diferencia como el agua, y así es que ofrece poca más resistencia al paso de las substancias difusivas que el agua pura. En consecuencia, el estado del agua en una gelatina se parece á su propio estado cuando es absorbida por una substancia sumamente porosa, como por ejemplo, la piedra pómez ó la esponja. En otras palabras, la gelatina al asentarse forma una especie de red esponjosa fina en la que el agua líquida queda retenida por fuerzas capilares.

UN ERROR DE DOSIS CURIOSO. — Recientemente ha ocurrido un accidente en Dresden que no recordamos haber visto otro igual ó semejante antes.

Parece que un médico prescribió una mezcla de belladona y hojas de beleño y estramonio, cuya mixtura había de tomarla como rapé un enfermo de asma. El boticario, que demostró ser hombre de negocios y poco escrupuloso, envolvió el paquete con una circular en la que se anunciaba una preparación alimenticia de la que había de tomarse «una cucharadita en leche tres veces al día.» El paciente al leer estas instrucciones se imaginó que rezaban con su medicina, y de conformidad, tragó una cucharadita de los polvos, que dió por resultado un caso de envenenamiento del que afortunadamente pudo escaparse el enfermo con vida.

Hay que suponer que éste sería algo ignorante ó de sobra descuidado, lo que revela la existencia de cierta clase de personas que cometerían un error si se les proporcionase la oportunidad.

Por este ejemplo se verá que es arriesgado el poner instrucciones en un paquete de medicina que realmente se refieren á otra; lo más acertado fuera que el médico expresara las instrucciones en la misma receta en lugar de darlas verbalmente como acostumbra, lo que induce con frecuencia á errores que pueden resultar fatales por la falta de comprensión ó de memoria de la persona encargada de administrar la medicina. El farmacéutico para mayor seguridad, debería preguntar siempre al parroquiano cuáles son sus instrucciones.

PASTILLAS DE TERMATINA. — Contienen 5 partes de citrato de litio, 10 partes de bicarbonato de sodio y 20 partes de fosfato de sodio.

NOTAS DE REMEDIOS

ODDA. — Este nuevo alimento para niños que se ofrece como un sustituto ideal de la leche humana, difiere principalmente de las otras preparaciones de su clase por la carencia de la manteca de cacao de la leche. La leche de vaca contiene como 10 por ciento de ácidos grasientos volátiles, mientras que la cantidad de grasa de la leche humana es menos de 1.5 por ciento. Estudios recientes han demostrado que los glicerados triples de la grasa de la mantequilla se esparcen por el estómago en su mayor parte, desprendiéndose ácidos butíricos que irritan la membrana mucosa del intestino. Para evitar estos inconvenientes se trató de formar esta nueva combinación con una grasa animal en la forma de yema de huevos y una grasa vegetal como manteca de cacao. La primera posee ventajas especiales por contener la lecitina y la presencia de albuminoides fosforizados de fácil digestión. La importancia de la lecitina como alimento para los niños de pecho, puede juzgarse por el hecho de que la leche humana contiene doble cantidad de lecitina en proporción con la albúmina que la que contiene la leche de vaca. (Burow, *Zeitschr. f. Physiolog. Chemie*, 30, 495.) La acción fortificadora y estimulante de la lecitina para el desarrollo de los tejidos fué demostrada hace algunos años por Danilewsky y comprobada más tarde por el profesor Tuntz (*Therapie. I. Gegenwart*, 1900, 529). La ausencia del hierro en la leche de los mamíferos y su presencia en una forma de fácil asimilación en la yema de huevo es también otro argumento á favor de este último como un elemento propio para el alimento de los recién-nacidos. Entre los componentes de este alimento, además de la leche de la que se separa la grasa, están las yemas de huevos, manteca de cacao, harina (una parte de la cual ha sido dextrinizada por medio de la acción de la diastasia y la otra por el fuego), lactosa con suero suficiente para conservar la proporción de caseína albúmina semejante á la leche humana, es decir, 5.5 por ciento de caseína y 4 por ciento de albúmina. La composición del odda es la siguiente: Agua, 5.4; albúmina, 14.5; grasa, 6.5; lecitina, 0.4; carbohidratos, 71.5; sustancias inorgánicas incluyendo la cal, 2.1; y ácido fosfórico, 1.1 por ciento (*Phar. Centralhalle*, 40, 494).

HIPNOPIRINA. — Según lo publicado en el *Reper-toire de Pharmacie*, este no es un derivado de la cloroquinina, sino una mezcla. Es de sabor muy amargo, soluble en 8 partes de agua y muy soluble en el alcohol y los ácidos. La hipnopirina se ha empleado con éxito en los dolores de cabeza, neuralgia y dolores reumáticos. Dosis para adultos 0.25 grm.

TIMOL URÉTANO. — El urétano compuesto con timol que se presenta como un cristal sin color, ligeramente soluble en agua y casi sin sabor alguno ha sido recomendado como antihelmíntico. (*L'Union Phar.* XLIII, 269.) Su acción se debe al timol que se desprende en los intestinos, lo que se efectúa tan gradualmente que reduce á una cosa insignificante la acción tóxica de este medicamento. La separación de los componentes tiene lugar solamente en los intestinos, con tal de que no haya algún desarreglo de estómago.

CARBOLISOFORMO. — A instancias del profesor Elsner la «Lysoform Co.» ha introducido un líquido de gran valor como desinfectante bajo el nombre arriba mencionado, que consiste en una solución de 1 parte de fenol disuelto en 2 partes de lisoformo (una

solución de formalina y jabón). Esta preparación en una solución al 3 por ciento es capaz de destruir los más resistentes estofilococos y carece del olor del fenol. (*Deutsch. Med. Wochenschr*, 513, 1902.)

CURACION DE LA TISIS

SANOSIN.

Los especialistas en enfermedades del pulmón y la profesión médica en general de Berlín, concentran actualmente su atención en un nuevo remedio para la curación de la tisis que consiste en la exhalación de vapores emanados de una mixtura de aceite de eucalipto, azufre y carbón vegetal, la cual, asegura el autor es más eficaz que cualquier suero u otro remedio descubiertos hasta aquí. Aquel es un farmacéutico de Berlín llamado Robert Schneider, hombre que ha viajado por Australia donde observó que en las regiones en que abunda el eucalipto, la tisis es prácticamente desconocida de los habitantes, y los que padecen de la enfermedad pronto mejoran al trasladarse allí. A su regreso á Berlín comunicó estos hechos al profesor Sommerfeld, médico eminente, quien desde luego y por espacio de seis meses practicó experimentos en los hospitales. De 100 enfermos tísicos tratados por él, 60 sanaron enteramente. Parece que las exhalaciones de los vapores matan los bacilos. Algunos de los enfermos permanecieron día y noche en una estancia cuya atmósfera estaba impregnada de los vapores hasta que revelaron síntomas de mejoría. El nuevo agente curativo lleva el nombre de «sanosin.»

EL EXTERMINIO de las Cucarachas y Bichos de Agua está asegurado con el empleo del siguiente compuesto rociado en los lugares en que frecuentan los insectos:

Acíbar del Cabo.....	2 onzas
Agua	20 onzas
Hágase hervir y añádese:	
Flores de alcanfor.....	6 dracmas

CREMA DE MENTA. H. H. — Esta es esencialmente un cordial de menta piperita de una fuerza alcohólica muy alta. Para esta preparación se indican varias fórmulas. Así como se hacía en su origen, según la fórmula francesa traducida, venía á ser como sigue:

Se ponen 2 onzas de menta verde en una vasija y se vierte sobre aquella un litro aproximadamente de alcohol de 90 por ciento, que según el alcoholómetro de Gay Lussac registre 50 grados, dejándola macerar por espacio de ocho días; añádese entonces una tercera parte de un litro de sirope que señale 30 grados en el sacarómetro, mézclese y viértese todo en un saco de filtrar. Cuando el licor se haya colado de esta manera, debería aparecer perfectamente claro y terso, y en este estado se embotella, guardándose en un lugar seco.

La crema de menta se hace de improviso añadiendo sirope á una solución de aceite de menta piperita en alcohol y coloreándose de verde claro. Hiss da la siguiente fórmula:

Aceite de menta piperita.....	32 gotas
Azúcar.....	56 oz. av.
Alcohol inodoro.....	52 oz. fl.
Agua destilada lo bastante para hacer...	3.78 litros

Disuélvase el aceite en el alcohol, el azúcar en el agua; mézclense las dos soluciones; coloréese de verde, ó puede dejarse sin colorear, y fíltrese para que quede clara.

NUEVA REACCIÓN PARA ACETANILINA Y ANTIPIRINA. — A. BURKHARD ha dicho (*Schweiz Woch. f. Chem. u. Pharm.*, XLI, pág. 165) que hirviendo acetanilina con ácido hidroclórico concentrado rinde una solución ligeramente verdusca. Al diluirse con agua la solución no produce reacción con mezcla de ácido crómico, pero que al añadirle de 1 á 2 gotas de ácido nítrico fumante se desarrolla un hermoso color verde que cambia en azul subido en 2 á 3 minutos. La antipirina bajo circunstancias semejantes presenta un hermoso color rojo-vínico.

GANADO ATACADO DE PIOJOS. — Los polvos insecticidas no tienen aplicación al ganado; los remedios líquidos son los más apropiados porque penetran más el enmarañado pelo donde anidan los insectos, y al efecto se recomienda una mixtura de petróleo crudo, aceite de alquitán y aceite de semilla de algodón en las proporciones siguientes:

Petróleo sin refinar.....	1 onza
Aceite de alquitán.....	1 "
Aceite de semilla de algodón.....	5 "

La estafisagria es en sí un exterminador eficaz de piojos si se hace hervir $\frac{1}{2}$ libra de la misma con un galón de agua y luego se da con una bruza para que penetre bien en el cuero. También habría de ser una buena aplicación para exterminar aquellos insectos una solución alcalina de la correspondiente fuerza, para lo cual véase la sección de «preguntas y respuestas» en la pág. 255 del AMERICAN DRUGGIST del 11 de mayo, en donde se hallarán varias soluciones insecticidas de esta naturaleza. Al aplicar esta clase de loción convendrá antes diluirla con una disolución de jabón blando en agua caliente. Se hará la aplicación dos ó tres veces á intervalos de cuatro ó cinco días.

POLVOS VIOLETA PARA SAQUITO. M. A. M. — En la «Química de los Perfumes» de Pierre, se encuentra una de las fórmulas más recientes y mejores para hacer unos polvos violeta para saquito, que es como sigue:

Ionone puro.....	0.008 gramos
Flores de Casia.....	1000 "
Pétalos de rosa.....	500 "
Iris florentina pulverizado.....	1000 "
Aceite de almendras amargas.....	0.44 "
Almizcle en grano.....	1.17 "
Goma benjuí pulverizada.....	250 "

El ionone puro no puede obtenerse en este mercado; sólo se expende una solución alcohólica al 10 por ciento; los farmacéuticos que empleen esta fórmula deberían preparar proporcionalmente mayor cantidad de la solución para compensar la evaporación parcial de la misma.

O. Hesse ha extraído cuatro compuestos definidos, no de la naturaleza de los alcaloides, de las hojas de la coca procedente de Java. Estos cuerpos son (1) Cocacitrina, $C_{23}H_{33}O_{17}$, compuesto amarillo cristalino y tres moléculas de agua derritiendo á 186° , que parece ser una glucosida de la que sale un azúcar cocasa que puede ser idéntica á la destrotalosa, porque su osazono se une á 180° C. (2) Cocacetina, $C_{16}H_{12}O_7$, formando agujas amarillas con tres moléculas de agua de cristalización. Esta se derrite á 260° - 265° . (3) Cocaflavina, $C_{27}H_{38}O_{19}$, que forma cristales amarillos con cuatro moléculas de agua. Rinde dextrosa y galactosa en la hidrólisis con ácido sulfúrico diluido, y es probablemente una glucosida. (4) Cocaflavetina, conteniendo dos grupos metóxicos, forma agujas verdusco amarillentas con tres moléculas de agua y derrite á 230° . — *Journ. für Pract. Chem.* 66, 401.

PARRAFOS DE INTERES COMERCIAL

— La HURON RUBBER CO., fabrica un excelente renglón de efectos de goma, especialmente un nuevo, científico y práctico dedal protector para los dedos. Pídanse muestras.

— Para los intereses de usted vea que la existencia de la tienda comprenda un abasto suficiente de Amargos de Azufre de Kaufmann, preparados por A. V. ORDWAY & CO., químicos fabricantes de Nueva York. Estos amargos se venden en todas partes y con seguridad habrá demanda por ellos durante la presente temporada.

— Las Pastillas Bronquiales de «Brown» se cuentan entre los mejores remedios para la tos, resfriados, bronquitis, asma, etc. Todos los tratantes en medicinas y específicos pueden recomendar estas pastillas con toda seguridad. Las confeccionan JOHN I. BROWN & SON, de Boston.

— EL PERÓXIDO de hidrógeno americano por su poca acidez constituye una pulverización agradable y eficaz en unión con la Listerina, y por su naturaleza antiséptica es muy apropiada para las dolencias de la garganta. Asegurado este éxito, la American Peroxide Compagny se ocupa ahora en una preparación antiséptica y profiláctica para fines dentífricos.

ENSANCHAMIENTO DE LOCAL POR LAS EXIGENCIAS DEL NEGOCIO. — Se anuncia que los conocidos fabricantes de termómetros clínicos, jeringas hipodérmicas, efectos de cuero para médicos y renglones afines, los señores Becton, Dickinson & Co., se han visto obligados á trasladar su establecimiento á un local mucho más espacioso que el que por años habían estado ocupando en vista del ensanchamiento de sus negocios. De aquí en adelante se les hallará en el número 160-162 Duane Street, de esta ciudad donde han instalado su fábrica juntamente con sus oficinas, llenando un espacio de 20,000 pies cuadrados. El establecimiento manufacturero que antes tenían en Plainfield, N. J., también resultaba faltar de espacio por las exigencias del negocio, de aquí el plan de consolidarlo con las oficinas en esta metrópoli en un edificio adecuado. Nos es sumamente grato dar esta noticia por la reputación que goza esta casa por su trato equitativo y la calidad tipo de sus efectos.

LA CRECIENTE popularidad de las navajas de afeitar de seguridad es un tributo al genio inventivo americano, y débese á la fácil salida de algunas de estas clases de navajas, particularmente de la de Kampfe Bros., 8-12 Reade St., Nueva York, conocida por el nombre de STAR y que lleva por marca de fábrica «3 Estrellas».

La casa de Kampfe Bros. está fabricando ciertamente una navaja de mucho mérito, y por esto no habrá de causar sorpresa la noticia de que hay 5,000,000 de personas que emplean la NAVAJA DE SEGURIDAD STAR, desde que empezó á fabricarse hace veinticinco años.

El «Nuevo Asentador Star» es muy valioso para quien se afeita con estas navajas, porque con él se prepara la hoja al instante.

Las hojas «Star» se hacen del mejor acero Sheffield, bien vaciadas y templadas con sumo cuidado lo que facilita su uso.

El catálogo ilustrado que publica la casa en inglés, francés, español, alemán y ruso se manda á cualquiera parte del mundo con sólo pedirlo á Kampfe Bros., 8-12 Reade St., Nueva York, E. U. A. Sus efectos pueden obtenerse de los tratantes en ferretería acreditados, pero se ofrecen incentivos al comercio de drogas de todo el mundo para expender estas navajas. Los lectores del AMERICAN DRUGGIST harán bien en pedir informes de la casa mencionada sobre sus ofrecimientos.



AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 10 DE AGOSTO DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

CASWELL A. MAYO, Ph. G. *Director*

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EL ABUSO DE LA COCAINA

No tenemos acceso á datos estadísticos seguros respecto al consumo que por mera afición se hace de ciertas drogas en el extranjero, y por consiguiente no nos hallamos en situación de hacer comparaciones con el estado de cosas tal como existe en los Estados Unidos, particularmente en los centros de población más importantes y en donde se agrupan gentes de color. Desgraciadamente alguien descubrió que la intoxicación producida por la inhalación de ciertos polvos de rapé para el catarro constituía una forma grata de disipación, y esta noticia hubo de propalarse rápidamente, particularmente entre las clases inferiores del país, causando una afición lamentable al rapé de cocaína que constituye un peligro, tanto, que en varios Estados como Georgia, Tennessee, Illinois y Ohio se ha fraguado una legislación especial contra el empleo de esos polvos. La Asociación Farmacéutica Americana nombró dos comisiones especiales para averiguar la extensión en que se consume aquella droga en la forma indicada, leyéndose el informe de una de las comisiones en la última junta de la Asociación y el cual presenta la gravedad de la situación, mientras que el informe de la otra comisión ha sido sometido á otra junta más reciente verificada en Mackinac Island, sin acusar mejoría alguna de la situación.

Es posible que las restricciones legales impuestas á toda venta de drogas narcóticas en los países hispano-americanos sean lo suficientemente rigurosas para impedir el desarrollo de un mal semejante; pero á menos de que la ley no esté franca y eficazmente apoyada por la clase farmacéutica, es probable que se evada,

motivo por el cual creemos oportuno poner sobre aviso á nuestros lectores de aquellos países, en la seguridad de que una vez que reconozcan los peligros que entraña la venta de tales rapés, darán desde luego los pasos convenientes para impedir el abuso.

INVESTIGACIONES CIENTIFICAS POR EL GOBIERNO DE LOS ESTADOS UNIDOS

No sería posible en el espacio limitado de que podemos disponer, dar una idea adecuada de las investigaciones científicas llevadas á cabo en varios departamentos del Gobierno; abrazan casi todos los ramos que cultiva la humana empresa, desde el crecimiento de los cereales á la órbita del cometa Borrelly. El alcance de los trabajos emprendidos puede comprenderse con sólo citar el hecho de que para el estudio de drogas indígenas que pueden utilizarse ventajosamente en lugar de las de procedencia europea ó de otras partes que pudieran faltar en caso de una guerra, se ha creado un laboratorio especial.

Por algún tiempo se han estado llevando á cabo una serie de investigaciones en la sección de química del departamento de Agricultura para determinar los efectos en la economía humana de ciertos preservativos químicos empleados más ó menos extensamente en los productos alimenticios. Para llevar á la práctica tan útiles experimentos una docena de jóvenes se han ofrecido á no tomar otros manjares que los procedentes de la cocina establecida exprofeso en el departamento, la cual, lo mismo que la mesa, son objeto de la más rígida inspección del jefe químico. Estos jóvenes fueron detenidamente examinados de antemano, dándoles de comer primeramente alimentos puros y tomando nota de la cantidad que consumían, de la temperatura de su cuerpo antes y después de las comidas, de las pulsaciones del corazón, de la respiración, del número de glóbulos rojos y de la hemoglobina de la sangre. Todas las excreciones, excepto la transpiración, fueron pesadas cuidadosamente, y practicáronse exámenes cuantitativos del nitrógeno, etc.

Una vez obtenidos estos informes, los jóvenes fueron separados en dos grupos de seis, alimentándose cada grupo alternativamente por períodos de cuatro semanas, con comestibles puros y otros á los cuales se había agregado una cantidad de ciertos químicos, tales como borax, que en la industria se emplean como preservativos. Dos de los pupilos han ingerido borax diariamente en una cantidad variable. El examen de

las excreciones ha procedido con rigor diariamente, tomando nota de todo cuanto pueda contribuir á arrojar luz sobre la embarazosa cuestión de los efectos fisiológicos de los preservativos combinados con los productos alimenticios.

Para que se pueda formar siquiera una idea de la inmensa labor que envuelven estos experimentos, bastará saber que más de veinte químicos con sus ayudantes han estado constantemente ocupados desde diciembre último en registrar los resultados del régimen seguido. Hasta aquí se han probado solamente el borax y sus derivados, pero entra en el plan adoptado ensayar el ácido benzoico, el formaldehído, el ácido salicílico, el benzoato sódico y el ácido sulfuroso en relación con los alimentos.

Hasta aquí el Departamento no ha hecho públicos los resultados obtenidos, ni se publicarán hasta que se haya llevado á cabo el plan; pero confiamos que cuando aparezca el informe llevará toda la autoridad que tan detenidos ensayos justifica sin la influencia de ningún prejuicio en pro ó en contra de los preservativos objeto de las averiguaciones.

Es con placer que llamamos la atención de nuestros lectores á esta empresa de carácter oficial que es una nueva evidencia del espíritu liberal que compenetra al Gobierno tratándose de estudios científicos. Los resultados de estas investigaciones se darán á conocer al mundo entero para que el género humano pueda aprovecharse de los mismos. A estas miras anchas y liberales debe los Estados Unidos mucha de su prosperidad comercial y agrícola.

FORMACION DE COAGULOS EN MEZCLAS DE BISMUTO

Débase á las investigaciones del profesor R. H. Adie, del St. John's College de la Universidad de Cambridge, Inglaterra, un descubrimiento que puede tener alguna relación en las causas de la formación de coágulos en las mezclas de bismuto, y del cual dió conocimiento á la Sociedad Filosófica de Cambridge. Trata de la cuestión del peso atómico del bismuto y la discrepancia entre los cálculos de Schneider y Margnic (208) con los de Classen (208.9). Hasta aquí se había supuesto que esta diferencia era debida á la presencia de plomo en las muestras empleadas para determinar el peso atómico; pero el señor Adie ha logrado obtener suficiente sílice del bismuto «puro» combinando el fraccionamiento del subnitrito y la destilación del cloruro lo que explica el valor bajo de los cálculos de Schneider y Margnic. De igual manera ha descubierto la presencia de un nuevo cuerpo de color en el bismuto sobre el cual espera poder dar algunos nuevos pormenores más tarde.

La presencia de sílice en lo que se tenía como bismuto puro, puede poseer algún alcance farmacéutico y explicar la tendencia á formar coágulos el bismuto en sus preparaciones varias y que es tan enojosa. Como ha indicado el *Chemist Druggist*, pocas cosas son mejores que el ácido salicílico para precipitar las substancias mucilaginosas. Pudiera ser muy posible que teniendo presente esta indicación aquellos químicos farmacéuticos expertos que se dedican á experimentos, hallen el medio de obviar la dificultad dicha en las preparaciones de bismuto.

TRES REMEDIOS EN PUERTA

Por H. C. T. GARDNER, F. C. S.

En la actualidad los médicos prescriben tres drogas que hasta aquí se empleaban muy raramente. No es que sean nuevas ó que se hayan dado á conocer en el mercado muy recientemente, el hecho es que han pasado ya el período de experimentación y considéranse como agentes curativos establecidos. Sobre las mismas ha dicho una eminencia médica: «Son drogas que prometen,» y son conocidas bajo los nombres de aspirina, heroína y cloretona.

La importancia de la heroína estriba en la propiedad que posee de obrar como sustituto de la morfina (de la que es el éster di-acético), porque mientras tiene la mayoría de las ventajas de aquella droga, no produce efectos perturbadores en el sistema circulatorio, como tiende á hacerlo la morfina, ni tampoco estríñe el vientre. Como narcótico no se emplea generalmente, la morfina siendo más potente á este respecto; pero se emplea en afecciones pulmonales, particularmente bronquitis. Algunos médicos se inclinan á recetarla en agua, olvidándose de que sólo es ligeramente soluble; tres ó cuatro mínimos de ácido acético diluido añadidos á cada grano la hace soluble sin producir descomposición. El dispensador de una botica al ir á poner una receta de heroína con una mezcla, hallando que era insoluble en agua, la dispensó en polvo con azúcar de leche, y la dió acompañada de explicaciones al paciente ansioso que había empleado la heroína antes. Después de dos ó tres días presentóse aquel á la botica para decirle al farmacéuta que estaba seguro de que en aquellos polvos había algo diferente de la medicina que había tomado antes, porque los efectos que experimentó eran enteramente diferentes!

La aspirina aunque se prescribe más frecuentemente para ciertas manifestaciones de neuralgia, tiene un número de aplicaciones: se da por artritis reumática, iritis de la gonorrea, melituria, corea é influenza. También se ha hallado útil para aliviar el dolor del cáncer (carcinoma). Es ácido salicílico-acetil, insoluble en el agua, y debería dispensarse en polvos ó pastillas. Suspendida con mucílago en un menstroo acuoso no forma una mixtura agradable. Teniendo presente la solubilidad de la aspirina en el alcohol (1 en 15), se intentó dispensarla disolviéndola en alcohol de 90 por ciento, poniendo la solución en agua que contenía mucílago y tragacanto. Este procedimiento fracasó, pues aunque al principio la aspirina se desprendió de la solución, pareciendo quedar suspendida como polvo fino, al dejarse reposar se formaron cristales lo suficientemente largos para impedir que la mixtura se emplease para la administración interna.

La cloretona ha tomado un puesto recientemente como hipnótico. Es una substancia extremadamente volátil y se pone con preferencia en cajitas cerradas. Si se dispensa en forma de polvo, á menos de que no se envuelva cuidadosamente en papel de cera, se volatiliza enteramente si se tarda algún tiempo en tomarlos. El agua fría la disuelve ligeramente, é inmediatamente se descompone en agua caliente. En algunos casos se emplea una solución acuosa saturada como pulverización en ciertas manifestaciones de mal de garganta. Para su administración puede emplearse la glicerina como vehículo porque disuelve la droga. Una solución de cloretona en espíritu (10 grm. se disuelven por una dracma de alcohol de 90 por ciento) agregada á mucílago y agua, hace una mixtura muy presentable.

La cloretona se separa gradualmente formando partículas diminutas, cuya difusión es fácil con sólo sacudir el frasco. El sabor es la única contrariedad. Preparaciones de corteza de naranja no logran enmascarar el gusto desagradable de la cloretona, por más que algunas veces los médicos la prescriben así. Si se disuelve en una tintura de naranja con la adición de la solución acuosa resulta una preparación repugnante con un gusto nauseabundo. La cloretona es un arimetil carbinol, $(C_2H_5)_3 - C.OH$, en el cual tres átomos de hidrógeno son reemplazados por tres de cloro, $HO.C(CH_3)_3 CCl_3$.

ASAFETIDA ADULTERADA *

Por CHARLES H. LA WALL

El asafétida es una droga empleada en este país en la medicina como un antiespasmódico y en el lejano Oriente como un condimento. Procede de Persia, Afghanistan y Turkestán, haciéndose el mayor consumo de la misma en la India donde la población mahometana al igual que los indostanos la emplean como salsa para dar gusto á sus alimentos.

En la India las dos clases que se encuentran en el mercado llámanse respectivamente «hing», que es la mejor, é «hingra» la inferior. A juzgar por el estado del mercado norteamericano en la actualidad, parece como si toda la hingra viniese aquí, pues poca ó ninguna hay de superior calidad.

Es requisito de la Farmacopea de los E. U. que esta substancia reuna un 60 por ciento † de materia soluble al alcohol, mas en años recientes se ha protestado contra tal exigencia, que se considera excesiva, porque prácticamente es imposible cumplir con ella.

John Uri Lloyd, en la *Pharmaceutical Review*, correspondiente á marzo de 1896, llamó la atención á la circunstancia indicada anunciando al mismo tiempo que había examinado seis muestras, una sola de las cuales llenaba aquel requisito de la F. E. U.

El señor Umney, en el *Chemist and Druggist*, de diciembre 16 de 1899, hizo una queja semejante, pero en contra de los requisitos de la Farmacopea Británica que son todavía más extremados que en la americana, puesto que se exige una materia soluble de 65 por ciento.

En el *Journal of the Society of Chemical Industry*, de 1900, pág. 981, Russell W. Moore, anuncia haber mejorado mucho la calidad de la asafétida del mercado durante la última década, y somete datos en apoyo de su aseveración. Demuestra que de 164 muestras examinadas en 1890, sólo 6 arrojaron un porcentaje de material soluble al alcohol de más de 50 por ciento; mientras que de 150 muestras examinadas en 1900, 71 contenían 50 por ciento ó más de material soluble. Adoptó el tipo de 50 por ciento porque los reglamentos del departamento de Hacienda que regularmente se basan en la farmacopea como tipo, permiten un desvío de 10 por ciento de ese tipo tratándose de asafétida; esto es, se supone que aquel departamento rechaza y rehusa toda importación de asafétida que contenga menos de 50 por ciento de material soluble al alcohol.

En el *American Journal of Pharmacy*, de marzo

1901, M. I. Wilbert publica un artículo sobre el mismo asunto de la calidad de la asafétida comercial, en el que se pone de manifiesto que la mayoría de las muestras examinadas caían muy por debajo del 50 por ciento, que el precio no era indicación ninguna de la calidad, porque el de la mejor muestra que se examinó era algo menos que el de la más inferior.

Durante la primavera pasada el autor tuvo ocasión de examinar muestras de asafétida tomadas de cuarenta y seis cajas que habla detenido la Aduana de Filadelfia por no llegar al tipo requerido. La apariencia de la mercancía era buena y hubiese pasado como de primera clase, pero al calcular el material soluble al alcohol, hallóse que caía por debajo 33 por ciento.

Con motivo de esta deficiencia en calidad, se negó la entrada á toda la partida y reembarcóse para Europa. Obtuvoíéronse muestras diferentes, seleccionándolas, pero hallóse que la mejor sólo rendía un 30 por ciento de material soluble. El único espécimen que el autor ha podido hallar recientemente que excediese el 50 por ciento, pertenecía á una pequeña partida que el vendedor había guardado unos doce años; estaba muy descolorida por haber estado expuesta á un incendio, y era ajena á los abastos que llegan hoy al mercado.

Conservación de los Libros en Climas Cálidos

Por FRANC BROWNE

Analista Oficial, Hong-Kong.— Los libros fácilmente se deterioran en los climas cálidos á menos de que no se les atienda con sumo cuidado. Tres son las agencias destructoras contra las cuales hay que guardarse: Primera; la humedad; segunda, un pequeño insecto negro; tercera, cucarachas.

Los libros que se guardan rodeados de una atmósfera húmeda crían moho y una especie de hongo que se desarrolla rápidamente bajo condiciones favorables. Los libros se conservan mejor en una estantería bien expuesta al aire y á la luz. Cuando ha prevalecido tiempo húmedo se secarán con esmero las cubiertas y se expondrán al sol ó delante de un fuego por espacio de algunas horas. La humedad es causa también de que las cubiertas y hasta hojas se desprendan.

Un pequeño insecto negro de un octavo de pulgada de largo y un dieciseisavo de ancho, parecido algún tanto á un escarabajo, ataca á los libros con mucha empresa, y si aquellos no se examinan por algunos meses, se les hallará con sinnúmero de agujeros en las cubiertas y en las hojas, lo suficientemente grandes para pasar por ellos el animalito, llegando éste á causar tales estragos, que desmenuza las cubiertas más fuertes.

Pero toda destrucción puede impedirse dando á las cubiertas de los libros una capa de barniz que se describe más abajo. Cuando se descubre que los insectos han penetrado en los libros, éstos se envuelven bien y se exponen al sol antes de barnizarlos.

Toda la apariencia de una encuadernación lujosa puede quedar destruida en una sola noche por las cucarachas. Las inscripciones aparecerán borradas en dos ó tres días.

Un barniz hecho de las siguientes substancias ha demostrado su eficacia para impedir la destrucción de los insectos que atacan los libros:

Resina damara.....	2 onzas
Mástico.....	2 »
Bálsamo del Canadá.....	1 »
Creosota	½ »
Espíritu de vino.....	20 » fl.

* Leído ante la Asociación Farmacéutica de Filadelfia y reimpreso del *American Journal of Pharmacy*.

† La Farmacopea Británica, 1898, prescribe que el asafétida no debería contener menos de 65 por ciento de materia soluble en alcohol al 90 por ciento.

Macérese por unos días, sacudiéndose alguna que otra vez si se necesita sin tardanza; pero por más tiempo cuando sea posible, porque el barniz será mejor para el objeto que se tiene en vista después de estar en maceración por meses.

Cuando hayan de guardarse los libros ó papel de cualquiera clase en cajones ó alacenas ó armarios, se pondrá en ellos unas bolas de naftalena ó alcanfor. Cuando se emplee alcanfor mejor es envolverlo en papel, de otra manera se volatiliza más aprisa de lo que es necesario. Cuando reina tiempo seco, se dejarán abiertas alguna que otra vez las puertas de los armarios, porque á haber en ellos una atmósfera húmeda favorece el deterioro de los libros.

IPECACUANA

ACCION FISIOLOGICA DE SUS ALCALOIDES

Los trabajos del Dr. Carl Löwin, sobre los alcaloides de ipecacuana de los que ha hecho un estudio profundo, han sido incorporados en una memoria de la que transcribimos los siguientes interesantes párrafos:

Lo mucho que se ha escrito sobre la ipecacuana y sus alcaloides, demuestra claramente que no me queda mucho campo para la investigación, y esto explica que mis experimentos, si bien numerosos, no hayan revelado mucho de nuevo; pero no era este el fin que me proponía; el problema era más bien la comparación de los dos alcaloides y de su acción respectiva, que, según tenía entendido, no se había llevado antes á efecto, á lo menos en la misma latitud que tenía en vista.

Los efectos toxicológicos producidos por la (nombrada) emetina de los observadores anteriores, hace tiempo que son conocidos. Mi experiencia demuestra que, cualitativamente la acción de la cafaelina es apenas diferente de la emetina. Ambos alcaloides ejercen una acción instantánea sobre las membranas mucosas; de aquí puede explicarse la circunstancia de que las personas ocupadas en pulverizar la ipecacuana son con frecuencia atacadas de conjuntivitis, catarro, tos, etc. En mis experimentos no he advertido una acción instantánea sobre los tejidos subcutáneos, como lo han descrito varios autores en relación con la emetina; no hay ejemplo de que se descubriese inflamación de las partes inyectadas, ni los animales revelaron desasosiego subsecuentemente á las aplicaciones subcutáneas. Y merece mencionarse este resultado, por evidenciar que las sustancias que excitan en alto grado las membranas mucosas, no pueden por esa sola causa ser consideradas como agentes irritantes potentes con relación á los tejidos subcutáneos. Los dos alcaloides de que nos estamos ocupando, deben ser considerados como que poseen una propiedad específica irritante que sólo se ejerce sobre las membranas mucosas.

Ambos alcaloides son tóxicos cardíacos, tanto que los animales así emponzoñados mueren de parálisis del corazón; mas la experiencia llevada á cabo con corazones de ranas aislados denuncia que los dos alcaloides deben ser considerados diferentes en cuanto á su acción sobre el corazón, como también en intensidad, al igual que en la calidad de su acción. La emetina afecta el corazón cuando se administra en una dosis mucho más pequeña que la en que la cafaelina lo verifica, y su acción se ejerce más sobre la sucesión de latidos; mientras que por lo contrario, la frecuencia de las contrac-

ciones del corazón no queda reducida tan considerablemente por la cafaelina, que se vuelven más moderadas y la presión de la sangre es por consecuencia reducida.

Los síntomas intestinales característicos y la inflamación de las membranas mucosas son producidos por ambos alcaloides sin diferencia apreciable; pero la acción deletérea sobre los riñones parece ser más bien una peculiaridad de la cafaelina. Cuanto á la manera de proceder á la eliminación, no me ha sido dado llegar á ninguna conclusión de certidumbre más absoluta que mis predecesores, y esto probablemente será por mucho tiempo una cuestión discutible, porque en el presente no se conoce método de determinación utilizable para este fin.

Un punto muy disputado es el de la acción de la ipecacuana sobre los pulmones. Después de la intoxicación con la cafaelina he observado en dos casos una extravasación de sangre sin importancia; pero después de producir el envenenamiento con la emetina he hallado siempre los pulmones libres de apariencias patológicas, contrario á las aseveraciones de Podwysotski que hace mención de «edema extremada y hepatitis roja» entre las afecciones pulmonales subsecuentes á las intoxicaciones de emetina. Si ese resultado fuese debido á la acción específica de la emetina, entonces no encuentro medio para explicarme el éxito que acompaña el empleo de la ipecacuana en la neumonía, cuando precisa aliviar los pulmones de la cantidad superflua de sangre que los abruma.

La diferencia más interesante é importante á la vez entre los dos alcaloides de la raíz de ipecacuana, refiérese á su acción emética. Ambos producen emesis, bien que se administren *per os* ó subcutáneamente; pero, como han indicado Paul y Cownley, la cafaelina es positivamente más poderosa como emético que la emetina. Los resultados de mis experimentos arrojan una evidencia tan distinta y clara en apoyo de esa relación, que apenas si deja lugar á admitir una opinión contraria. Por consiguiente, mientras que la cafaelina tiene primacía como emético, la emetina debe de preferirse como expectorante. A este respecto hay que hacer un distinguo entre las dos clases de raíz de ipecacuana.

La ipecacuana de Cartagena está excluida de la Farmacopea alemana IV, aunque tiene derecho á ser admitida á la par que la ipecacuana de Río, independientemente de la cantidad de cafaelina que contiene. La exclusión de esta droga ha motivado protestas de diferente origen, porque las mejores clases de ipecacuana de Cartagena no tan sólo contienen mayor cantidad de alcaloides que la droga de Río, sino que no son inferiores á ésta en cuanto á la cantidad de emetina. En mi opinión el avalúo de estas drogas no debería basarse sobre la cantidad de emetina que contienen respectivamente. Ambas drogas contienen dos alcaloides de tal importancia, que deben tomarse en cuenta, y desde el momento en que una de ellas tiene preponderancia de una clase y la otra preponderancia de otra clase, ambas especies deberían tenerlas los farmacéuticos. Cuanto á las cantidades relativas de emetina y cafaelina en la ipecacuana de Río y Cartagena, la droga de esta última procedencia debe ser preferida como emético, con motivo de que la cafaelina que contiene es más del doble de la cantidad contenida por la droga de Río, al paso que ésta es más apropiada como expectorante porque encierra casi el doble de emetina que la droga de Cartagena.

Palo de Campeche

F. S. Earle nos da á conocer algunos informes interesantes respecto al palo de Campeche. Aquellos que emplean esta madera saben que no es siempre de la misma calidad: á la inferior le dan los tratantes el nombre de campeche «bastardo.» En la isla de Jamaica se encuentran algunos que otros árboles que contienen poca ó ninguna hematoxilina, y en su lugar tienen una substancia que rinde un tinte verde amarillento apagado. Esta madera la rechazan los compradores, porque aparte de no rendir el material colorante que se desea, caso de mezclarse con la madera normal en alguna cantidad, echa á perder el tinte de los extractos.

Este campeche bastardo parece haberse desarrollado bastante últimamente en los bosques de Jamaica, motivo para que se haya encargado de investigar la causa al profesor Earle, quien, cumplido su cometido, informa que el campeche es un árbol variable y revela notables diferencias en la forma, color y textura de la hoja, estación en que está en flor, color de la corteza, y especialmente en el color del tinte. En Honduras se distinguen cuatro variedades, y tres usualmente en Jamaica; pero además hay muchas formas intermedias. El profesor Earle opina que esta variedad no es efecto de ninguna enfermedad ó falta de vigor, ni del suelo ó clima, ni tampoco el resultado de falta de desarrollo, porque se ven crecer juntos los árboles normales y los bastardos. Parece más bien ser origen hereditario, y el aumento de los árboles bastardos quizás deba atribuirse al hecho de que al tumbar los árboles, y se averigua que no son normales, se dejan en pie y se propagan de semilla. Desgraciadamente el árbol bastardo no se distingue ni por la corteza ni por la hoja. — *Bul. Dept. Agricul.*, Jamaica, 1. 31.

Para Hacer Hielo en Pequeña Escala

O. Liebreich describe en el *Therapeutische Monatsheft* un aparato para producir hielo en pequeña escala, que consiste en un tambor de doble envoltura, con una cubierta exterior de asbestos, que da vueltas alrededor de un eje vertical por medio de una manigueta.

En la abertura se ajusta una vasija estañada de forma de una pirámide truncada, con una base de cuatro esquinas. Ciérrase con una tapa metálica sujeta por medio de tornillos. Esta pirámide invertida llénase de agua á 14 grados C., ítem más tres kilos de nitrato de amonio, mientras que en la doble envoltura se ponen tres kilos de agua fría.

En este estado se voltea rápidamente el aparato por quince minutos, cuando el agua de la vasija estañada se encuentra helada, representando un peso de 500 grmos de hielo. El nitrato de amonio puede recogerse de la solución por medio de la evaporación, con sólo una pérdida, si se pone cuidado, de 1.33 por ciento. Si la operación se verifica de conformidad con las instrucciones, el hielo producido viene á costar unos 40 peniques por kilo, dice el Dr. Liebreich.

El Por qué los Calomelanos no cambian en el Estómago

En un informe leído por el Dr. C. B. Lowe, en una reunión del Colegio de Farmacia, de Filadelfia, é impreso en el *American Journal of Pharmacy* contesta aquel á la pregunta de «¿Por qué el calomel no se transforma en sublimado corrosivo en el estómago bajo la acción del ácido hidroclórico del jugo gástrico?»

En primer lugar, dijo el Dr. Lowe, el porcentaje de HCl en el jugo gástrico es pequeño, sólo de 0.2; en segundo lugar, la temperatura del estómago no excede de 100° F.; en tercer lugar, el alimento no permanece en el estómago sujeto á la acción del jugo gástrico más de dos ó tres horas. En el experimento de Rutherford y Vignal, se sometieron 5 granos de calomelanos á la acción del jugo gástrico normal durante *diecisiete horas* á una temperatura de 100° F., no produciéndose en consecuencia más de 1.35 de un grano de sublimado corrosivo. Lo que probablemente tiene efecto en el estómago, es la formación de un albuminato complejo de mercurio, sodio y cloro, y caso de llegar al duodeno sin cambio, se descompone entonces precipitándose el óxido gris.

NOTAS FARMACEUTICAS

ULMARENA. — Nombre dado por Bourcet á una mezcla de alcoholes alipáticos de más alto grado, conteniendo como 75 por ciento de ácido salicílico. La ulmarena tiene el aspecto de un líquido pesado, de color amarillo rojizo, olor agradable y sabor á quemado. Su peso específico es de 1.06 y el punto de ebullición de 147 á 152 grados C. Este remedio se emplea en el reumatismo articular agudo, pintando la piel y cubriéndola después con un vendaje, usándolo generalmente en cantidad de 4 á 12 grm. al día.

SUERO ANTIDIPTÉRICO. — El señor Chialdini (*Pharm. Journ.*, No. 1716, pág. 675) ha demostrado que este suero se vuelve inactivo después de cuatro años de estar guardado, perdiendo considerablemente su actividad á los tres años; mas á los dos años aún no ha desmerecido. La actividad puede que vaya perdiéndose con la aparición del fluído, mientras que la exposición á la luz ó la presencia de antisépticos bajo circunstancias ordinarias parecen ejercer poca influencia en el cambio.

LINIMENTO DE JABÓN QUE NO SOLIDIFICA. — Contestando á un corresponsal que se había quejado de que su linimento de jabón fabricado de conformidad con la F. de los E. U. del 90 siempre se solidificaba, el director del *Western Druggist* ha informado á su preopinante que, efectivamente, se ha experimentado mucha dificultad en hacer esta preparación según aquella farmacopea, que recomienda el empleo del jabón en polvo fino, y resulta que mucho del jabón en polvo del mercado está hecho de grasa animal. En la próxima edición de la *Farmacopea* se recomendará el empleo de jabón de Castilla raído fino y secado á un peso definido, y así deberían preparar el linimento los farmacéuticos.

LINIMENTO DE AMONIACO INALTERABLE. — Se ha tropezado con dificultades con el empleo de aceite de semilla de linaza en la preparación del linimento de amoniaco según la F. de los E. U., por separarse el aceite y el agua, aunque con otros aceites también ocurre más ó menos separación. El aceite de manteca ó el de manitas hacen una mezcla bastante regular: el aceite de semilla de algodón hará igualmente una buena mezcla si á cada pinta del mismo se añade media onza de ácido oleico crudo. El método de combinación siguiente usualmente da buenos resultados: Mézclense 16 onzas fluídas de aceite de semilla de algodón con $\frac{1}{2}$ onza fluída de ácido oleico crudo, añádense 8 onzas fluídas del más fuerte amoniaco, agítese bien, déjese á

un lado por algún tiempo y revuélvase alguna que otra vez, luego añádese agua con un poco de alcohol si fuere necesario para reducir la mezcla á la consistencia que ha de tener.

DIBROMO-ACETILENO.—P. Lemoult describe la preparación y propiedades del dibromo acetileno que se obtiene sin dificultad y en cantidades por la acción del etilato sódico sobre el tetra-bromo-etana simétricos; caliéntase con potasa alcohólica en la ausencia de aire y el dibromo-acetileno se recoge debajo del agua. La destilación se lleva á cabo en una corriente de nitrógeno con motivo de inflamarse la substancia espontáneamente en el aire. El dibromo-acetileno no puede destilarse, ni aún al vacío, y bajo ciertas condiciones puede hacer explosión con violencia. El bromo y el yodo producen C_2Br_4 y $C_2Br_2I_2$, respectivamente, con un tratamiento cauteloso de la solución etérea con aire húmedo ú oxígeno da lugar á los ácidos oxálico é hidrobrómico. La primera acción parece como si pudiera atribuirse á la adición de oxígeno resultando en la formación de bromuro oxálico sobre el cual obra entonces el agua que está presente de la manera usual.

EL ALCOHOL EN SOLUCIONES DILUIDAS.—G. Argenson (*Bull. Soc. Chim.*, de París) propone un método de determinar el alcohol etílico en soluciones extremadamente diluidas, y reclama para su procedimiento la determinación de una parte de un millón. Trata la solución floja de alcohol con una fuerte mezcla de ácido crómico destilándola después. En este estado si se agregan unas gotas de fuchina que haya sido descolorada por medio del ácido sulfúrico, se produce una coloración violeta cuya intensidad depende de la cantidad de aldehído que esté presente. Este color se aparea con una solución de permanganato potásico de determinada fuerza. Por supuesto, es necesario determinar previamente el valor del permanganato con soluciones alcohólicas de fuerza conocida. Si en el alcohol hubiese aldehído como impureza, esto deberá determinarse primeramente. Es importante al preparar la solución de fuchina el impedir que pase el dióxido sulfúrico tan pronto como se obtiene un color de rosa claro.

COLD CREAM PERFECCIONADO.—El profesor Scoville opina, y así lo ha declarado, que la consistencia del cold cream oficial varía demasiado con los cambios de temperatura, y en su vista ofrece la siguiente fórmula que considera superior por todos conceptos (*Southern Drug Journal*):

Cera blanca.....	14.2 gramos
Petrolato líquido.....	60.0
Borax	0.8
Agua de rosas.....	25.0

Mézclese la cera y añádese el petrolato líquido y agítase hasta que el todo esté bien fluido. Disuélvase el borax en el agua de rosas, calentada de antemano, y mézclese bien con las grasas.

Variando ligeramente las proporciones de la cera y del petrolato líquido se obtendrán cremas de más ó menos consistencia como se desee. Así es que por las mismas cantidades de agua de rosas y borax pueden emplearse de 12 á 18 gramos de cera blanca y el suficiente petrolato líquido para hacer 100 gramos de *cream* perfecto. Cuanto mayor sea la proporción de cera más consistencia tendrá el *cold cream*.

NUEVOS REMEDIOS

(Continuación del último número)

ACIDO ISANICO.—Acido cristalino que se obtiene del árbol isano. Es un purgante drástico.

CALAYA.—Es un compuesto, con privilegio de fabricación, preparado en forma de jarabe por la Compañía Calaya, de Burdeos. Su componente activo dicese ser el extracto de una planta africana cuyo nombre botánico es *anmerlea febrífuga*. Los naturales, para el tratamiento de los estados febriles, emplean cocimientos de rizoma y recientemente ha sido introducida en Europa en la forma del jarabe citado arriba para el tratamiento de la malaria y fiebre tifoidea.

CANFACOL.—Es el éter del ácido canfórico de metileno de guayacol, y un cuerpo relacionado con la guayalina. Es una substancia cristalina que se administra en dosis de 5 á 20 granos como antiespasmódico, sedativo y antiséptico interno. Privilegio otorgado á la Liberty Chemical Co., de Philadelphia, el 19 de agosto de 1902.

CANFOSIL.—Es un producto de la condensación del alcanfor y el ácido salicílico, que forma una pasta grasosa cristalina, saponífera, de olor canforáceo insoluble en el agua. Huele á alcanfor, pero es casi insípido. Se da internamente en el tratamiento de la fiebre tifoidea y desarreglos del canal intestinal.

CITARINA.—Es un citrato de sodio anhidrometileno y se recomienda como eliminante de ácido úrico. Tiene la propiedad de dejar en libertad al aldehído fórmico en el cuerpo, y también de disolver las secreciones de ácido úrico. Se propina en dosis de 2 granos, tres ó cuatro veces al día, en la gota y reumatismo crónico. Lo fabrica y expende *Farbenfabriken, de Uberfeld Co.*

COCAINOL.—Dase este nombre á un buen número de preparaciones, las cuales, en contra de lo que el nombre sugiere, no contienen cocaína, empleándose anestesia en su lugar.

COLELISINA.—Es un compuesto de fabricación monopolizada, que contiene 20 por ciento de oleato sódico, y se emplea para estimular el flujo de la bilis y contrarrestar la tendencia hacia la formación de cálculos.

COMPUESTOS FORMASAL.—Consisten en compuestos de varias bases de ácido disalicílico metileno, preparados y expendidos por la Liberty Chemical Co., de Philadelphia. El departamento de Patentes de Washington ha concedido privilegios por las sales terrosas alcalinas Calformasal, Strongformasal y Bariformasal; por las sales alcalinas Bediformasal, Litiiformasal, Ammonformasal y Kaliformasal; y por las sales metálicas Ferformasal, Zincformasal, Alumiformasal, Cadformasal, Cupriformasal y Bisformasal. Las sales alcalinas se recomiendan para la diátesis de ácido úrico, en dosis de 5 á 15 granos. A las sales terrosas alcalinas se les atribuyen excelentes propiedades terapéuticas en enfermedades gastro-intestinales, y también á las sales de los metales pesados mencionados.

CRATAEGUS OXICANTHA.—Se ha prescrito recientemente en desarreglos funcionales del corazón, en la forma de tintura de las flores, y la cual se da en dosis de 10 gotas, de tres á cinco veces al día. No posee propiedades diuréticas, y no se intenta reemplazar con él á la digital.

CRESANINA.—Consiste en una solución acuosa de tricresol y etileno-diamino, 25 por ciento de cada uno. Es soluble en la glicerina en cualquiera proporción, y hasta en un 33 por ciento en agua. Emplease en el tratamiento de la tuberculosis, tos ferina, bronquitis é influenza por medio de la inhalación con la ayuda de un pulverizador. También se emplea externamente para enfermedades cutáneas. Lo fabrican y venden Schering & Glatz, de Nueva York.

DERMOGENO. — Preparación para la piel, que se dice contener de 40 á 60 por ciento de óxido de cinc, ZnO_2 .

DIOSMAL. — Es un extracto de petróleo éter-alcohol de las hojas de buchú, cuya forma se pretende es la mejor para administrar la droga. Primeramente se extraen las hojas con la ebullición lenta de petróleo éter, luego se agotan con alcohol hirviendo de 80-90 por ciento. Los solventes se destilan, mézclanse los extractos delgados y evaporanse hasta tomar una consistencia apropiada. A parte del diosfenol, y otros constituyentes del aceite esencial que están presentes, el extracto contiene sobre 4 por ciento de glucosida de diosmina. El diosmal puede prescribirse en la forma de píldoras de 2 granos, ó en cápsulas de gelatina de 4 á 6 granos para tomarse tres veces al día. Dícese ser beneficioso en todas las afecciones de los órganos génito-urarios en que el buchú es utilizable.

DIURACINA. — Es teobromina acetyl metileno disalicilato, que se afirma contiene 30 por ciento de teobromina, 55 por ciento de ácido salicílico de aldehído fórmico. Es insoluble en los jugos gástricos, y se supone que pasa por el estómago sin sufrir alteración, obrando sobre él las secreciones alólicas del duodeno y de aquí entra probablemente en la circulación. Afírmase que es útil para los estados hidrópicos en dosis de 6 granos cada dos horas.

EPINEFRINA. — Así ha llamado el profesor J. J. Abel, de la Universidad Johns Hopkins, al constituyente activo de la glándula suprarrenal.

EPITOL, ORO Y PLATA. — Descríbese como un polvo fino resultado de una aleación de estaño y cobre que se recomienda como aplicación antiséptica en la práctica veterinaria. Una vez aplicados á una herida estos polvos no pueden lavarse.

EUKINASE. — Dase este nombre á un fermento peculiar, descubierto en la membrana mucosa del duodeno del cerdo, que se dice ejerce una acción digestiva mucho más poderosa en la albúmina y albuminoides que el jugo pancreático. Para evitar la alteración del fermento durante su curso por el estómago, preopínase bien en cápsulas de gluten cerradas, bien en una pasta con gluten, que después se divide en gránulos.

FERRISOL. — Compuesto de ácido cenámico y guayacol, que se administra en dosis diarias de 15 á 45 granos.

FILMARON. — Nuevo tenfugo obtenido de un extracto del helecho macho, y que es un ácido amorfo que se halla en regular cantidad en el extracto y alcanza un 5 por ciento. Es un polvo ligero, pardo amarillento, insoluble en el agua y soluble con dificultad en el alcohol y benzol, y al mismo tiempo soluble en todos los demás disolventes. Adminístrase en dosis de 5 á 10 granos, acompañado de un catártico. La casa de C. F. Boehringer & Soehne de Mannheim (Alemania), lo ha puesto en el mercado.

FLAVOIDINA. — Derivativo de quinolina, al que se le atribuyen propiedades antipiréticas y antisépticas.

FORMASAL. — Producto de la condensación del formaldehído con ácido salicílico para el que ha obtenido privilegio de agosto 5 de 1902, la Liberty Chemical Co., de Philadelphia. Descríbese como un ácido metileno disalicílico que se presenta como polvo blanco de crema, insípido, granular que se derrite á los 245° C. Es insoluble en el agua y en benzol, ligeramente soluble en el cloroforno y muy soluble en éter y alcohol.

GABANIOL. — Producto mineral obtenido de las pizarras naturales del Herat, y consiste en un fluido oscuro, oleoso que despidе una fluorecencia verduzca. Se emplea para afecciones de la garganta y los pulmones administrado en dosis de 4 granos, en cápsulas.

GALLÓGENO. — En el comercio lleva este nombre un ácido elálgico químicamente puro, y que constituye el principio astrin-

gente del divi-divi. Es un polvo amarillo insoluble, inodoro é insípido que sólo se disuelve en soluciones alcalinas. Se preopina en dosis de 3 á 6 granos, de tres á cinco veces al día, como astringente medicinal.

GLUTANOL. — Consiste en una combinación de tanino y una fibrina vegetal que posee la misma acción y propiedades que la tanalbina y el tanocol. Adminístrase en la forma polvurulenta, y en dosis de 4 á 16 granos para adultos y en 4 á 5 granos para niños, en desarreglos intestinales.

GLICOMORRUM. — Sustituto del aceite de hígado de bacalao, con privilegio, que se viene empleando recientemente en los hospitales de París. Consiste principalmente en glicerofosfatos é hipofosfitos, juntamente con algunos de los constituyentes activos del aceite de hígado de bacalao.

GONOSAN. — Es una solución al 20 por ciento de las resinas de kava-kava en aceite de sándalo, y que forma un fluido verde amarillento, de un fuerte olor aromático. Pónese en cápsulas de 0.3 grm. (5 granos). Recomiéndase como antigonorréico, tomándose dos cápsulas cuatro veces al día.

GUACO. — Conócese vulgarmente por este nombre la aristolochia cimbífera, y empléase como remedio en varias afecciones eczematosas y pruríticas, atribuyéndose á la droga un efecto paralizante sobre los centros sensorios de la piel. Empléase interna y externalmente; internamente en dosis diarias de 3 á 10 granos del extracto en forma de píldoras ó jarabe, que se toman en el acto de comer. Como aplicación local se hace un cocimiento de guaco molido 30 partes, bicarbonato sódico 3 partes, agua 1,000 partes y se hierve junto, luego se macera y decanta. Empápanse trozos de ela de lino en esta decocción y se aplican.

GUAYACACODILO. — Nombre que se da en el comercio á una solución estable de cacodilato de guayacol conteniendo 0.05 grm. de la droga por cada c. c. Empléase en el tratamiento de formas graves de tuberculosis pulmonal.

GUAYAQUINOL. — Es un guayacol-dibromo-quinina. Forma prismas romboides solubles en el agua. Preténdese que encierra los efectos de sus tres constituyentes guayacol, bromo y quinina.

GUAYALINA. — Es el ester de ácido benzoico de metileno-di-guayacol, el cual se obtiene haciendo pasar gas fórmico aldehído por una solución calentada, mezcla de ácido benzoico, guayacol y oxícloruro de fósforo. Es un polvo amorfo de color verde-guisante, que se dice contener arriba de 60 por ciento de guayacol, 30 por ciento de bencina y sobre 7 por ciento de aldehído fórmico. Posee las propiedades tónicas alterantes, antituberculosas y antipiréticas del guayacol, además de las virtudes de sus otros constituyentes.

HÆMOLINA. — Es una oxihæmoglobina-maltosa, que se pretende contiene tres veces la cantidad de los constituyentes activos del hæmatógeno con la adición de los principios activos de malta.

HELMITOL. — Está considerado químicamente como una hexametenotetramina ó urotropina reforzada, y es un compuesto del ácido cítrico anhidrometileno. Según los fabricantes, la Farbenfabriken, Elberfeld Co., esta substancia, á diferencia de la misma hexametenotetramina, obra bien tanto en la orina alcalina como en la ácida, y aunque deposita buenas cantidades de formaldehído en el sistema, no produce efectos irritantes en el estómago ni en los riñones. Preséntase en hermosos cristales incoloros, solubles en 15 partes de agua acidulada, mientras que es casi insoluble en el alcohol (véase Nueva Urotropina).

ODO-SUERO. — Solución de cloruro de sodio 6, yoduro de potasio 2, en agua 1,000, que se destina al tratamiento de afecciones sífilíticas por medio de inyecciones hipodérmicas, y también como sedativo para enfermedades cerebrales.

(Se continuará.)

PARRAFOS DE INTERES COMERCIAL

— La casa Whitney & Co., de Leominster (Mass.), fabrican un buen renglón de cajas de papel plegadizas, que se han creado buena fama entre los farmacéuticos al por menor. Sirven para poner dulces, confites, borax, sal de higuera, polvos y cristales. Véase el anuncio en el lugar correspondiente.

— Los efectos que en forma de cajas de madera impermeables fabrica la Mount Washington Box Company, de la ciudad de Boston para ungüentos y otras preparaciones grasientas u oleosas, son indudablemente los mejores para ese objeto. Estas cajas tienen cabida de $\frac{1}{4}$ á 16 onzas, y son de nogal negro y de álamo blanco. Al hacer los pedidos exíjanse las cajas Mount Washington.

— La antigua y acreditada casa Henry H. Sheip M'fg. Company del No. 529 Columbia Avenue, Philadelphia, fabrica toda clase de cajas de madera de todos estilos para los farmacéuticos é igualmente cajas de madera para jeringas. Tiene el establecimiento todas las facilidades para hacer embarques rápidos como para cotizar los precios, los que pueden obtenerse al igual que muestras al solicitarlo.

— Llamamos muy especialmente la atención al nuevo anuncio de la Savage M'fg. Company, de South Brooklyn (N. Y.), la cual cuenta con una planta bien habilitada para fabricar cajas de hojalata y rótulos de idem para anuncios pudiendo asegurarse que no sólo hace las entregas de sus efectos sin demora, sino que cotiza los precios más bajos. Se hallará el anuncio de esa casa en la sección correspondiente.

— LOS POLVOS insecticidas marca «Bee», de McCormick & Co., por la demanda que tienen por su calidad y el estilo tan popular del paquete en que están puestos, ocupan un lugar preferente entre esta clase de preparaciones. Los fabricantes McCormick & Co. ofrecen enviar una muestra gratis de sus polvos puros, absolutamente garantizados, á los farmacéuticos que se los pidan. Al escribir á este efecto mencionen el AMERICAN DRUGGIST.

— La casa William R. Warner & Co., farmacéuticos químicos de Philadelphia, ha publicado una edición revisada de su *Epítome de Precios Corrientes* que constituye una tabla de precios y catálogo útil de las especialidades á que se dedica. Contiene una lista de nombres de plantas, y datos concernientes á las propiedades medicinales de los productos que se enumeran, y también tablas y notas útiles. El libro se envía á los interesados en el ramo.

— En 1869 el doctor Welch puso á la venta por primera vez zumo de uvas sin fermentar, encontrando bastante oposición por afirmar algunos que no podía haber tal cosa como «vino sin fermentar»; pero después de 33 años de estar fabricando este mosto la popularidad del Zumo de Uvas Welch no puede rayar más alto. Hace cinco años que la compañía se trasladó á Westfield (N. Y.); dos años más tarde tuvo que doblar la cabida de la instalación, y ahora levanta un edificio anexo. El rendimiento de la nueva planta será de 400,000 galones.

— Es con suma complacencia que llamamos la atención de nuestros lectores de la América del Sur, particularmente aquellos del Brasil, al anuncio de la muy conocida y acreditada casa de Johnson & Johnson, que se hallará en otro lugar de este periódico. Como fabricantes en el vasto ramo á que se dedican están á la cabeza. Sus especialidades son: vendajes y gasas para curas quirúrgicas, emplastos y otros materiales antisépticos, que embarcan á todos los países extranjeros, á parte del consumo nacional que es muy considerable.

Recientemente Johnson & Johnson han establecido una sucursal en Río Janeiro, Brasil, nombrando regente de la misma y con

encargo de atender á los negocios de la casa en aquel país, al Sr. P. J. Christoph. Toda correspondencia relativa á los mismos deberá dirigirse á dicho señor.

Leche Maltada como Alimento

De todos los alimentos lácteos, probablemente la Leche Maltada de Horlick es el que está á la cabeza de las preparaciones de esta clase. Confeccionase con leche rica sin desnatar, combinada con los extractos nutritivos de la cebada y trigo maltados. Dada la alta concentración de este producto, y por ser parcialmente predigerido, suministra la mayor cantidad de nutrición con el menor esfuerzo por el tubo digestivo. Se expende en forma de polvos, es de gusto agradable al paladar, y se prepara para tomarse añadiendo agua, sin necesidad de cocerse.

La Leche Maltada de Horlick reemplaza con ventaja el té, café, cacao, chocolate, y puede tomarse en lugar de leche ó crema; nutre y sostiene á la vez. Es, en efecto, un nutricio valioso para los que padecen de dispepsia ó mala digestión; para las personas convalecientes; para las madres que lactan sus niños y las personas de edad. Constituye uno de los mejores regímenes para los atacados de fiebres u otras afecciones que agotan las fuerzas. Una taza de alimento nutritivo cuando uno se acuesta, concilia el sueño y da reposo.

Para los niños pequeños es especialmente valiosa la Leche Maltada de Horlick; á muchos les libra del terrible cólera infantum, marasmo, diarrea, disenteria y otras enfermedades fatales originadas tan á menudo de tomar alimentos adulterados y leche impura, particularmente en los países cálidos.

Por la enumeración de estas ventajas en favor de la Leche Maltada de Horlick, se comprenderá que el campo para la venta de esta preparación es ilimitado. Todos los farmacéuticos del mundo ya tienen existencia de ella por el provecho que les deja. Los fabricantes deseosos de dar á conocer producto tan sano, están dispuestos á ayudar á los vendedores de una manera u otra. Mandarán muestra y materia descriptiva impresa preparadas especialmente para los climas del Sur y para distribuirse entre los médicos y el público, tan luego como reciban un pedido regular. Aquellos de los lectores del AMERICAN DRUGGIST que les interese pueden acudir para mayores informes á los fabricantes Horlick's Food Co., Racine (Wis.) E. U. A.

Nuevos Polvos de Talco

Nos es grato poder informar á los lectores numerosos del AMERICAN DRUGGIST de la América del Sur, que acaba de colocarse en el mercado una nueva preparación de polvos de talco. El éxito

que ha coronado la introducción de las varias preparaciones «Tutocito» ha inducido á los fabricantes de las mismas, los señores Clark, Govin & Co., del No. 34 Broadway, Nueva York, á agregar á su lista unos preciosos polvos de tocador perfumados de rosa para los niños. En su confección se emplea el talco más puro combinado con otros ingredientes que los hacen muy saludables y retr

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AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 14 DE SETIEMBRE DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

CASWELL A. MAYO, Ph. G. *Director*

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OCTAVA REVISION DECENAL DE LA FARMACOPEA DE LOS E. U.

HAY considerable expectación entre los farmacéuticos americanos con motivo de la anunciada octava revisión decenal de la Farmacopea de los Estados Unidos. La publicación está atrasada unos tres años, y caso de aparecer el libro al final del actual, habrán transcurrido diez años desde la última revisión.

Muchas son las causas que han contribuido á este atraso, siendo una de las principales la defunción del Dr. Charles Rice, presidente de la Comisión revisora. Al principiar el año se abrigan esperanzas que la Farmacopea de 1900 se publicaría en octubre próximo; pero después de una entrevista del representante del AMERICAN DRUGGIST con varios miembros de la Comisión citada, se puede colegir que la publicación se demorará probablemente hasta enero de 1904.

Dos cuestiones espinosas en que se ha ocupado la Comisión son la tipificación de las antitoxinas y de los sueros curativos, y la introducción de remedios sintéticos expendidos bajo un nombre privilegiado. La dificultad en establecer un tipo definido de fuerza para los productos biológicos es realmente grande, especialmente cuando se busca una prueba «lo suficientemente sencilla para cualquier farmacéutico inteligente poder aplicar en su establecimiento con sólo unos minutos de tiempo.» Quizá la mayoría de los farmacéuticos prefirieran ver las antitoxinas, sueros, etc., excluidos del todo de la Farmacopea más bien que verse abrumados por la responsabilidad inherente á la aplicación de pruebas biológicas que para llevarlas á efecto no disponen de los medios adecuados.

Cuanto á la introducción de remedios sintéticos, si la Comisión revisora procede de conformidad con el plan de revisión presentado á la convención de Washington en mayo de 1900, podrá admitir todo producto sintetizado de composición definida, usado regularmente por la facultad médica, cuya identificación, pureza ó fuerza puedan determinarse. Según el informe presentado á la Asociación Farmacéutica Americana el mes pasado por el Dr. R. G. Eccles, presidente de la Comisión revisora, en la octava revisión de la Farmacopea no se admitirán nombres de artículos que hayan sido privilegiados, y el número de remedios sintéticos que se reconozcan oficialmente en la obra será de unos quince. Se escogerá un título para los específicos que hayan de figurar en el libro, y los nombres comerciales puestos por los fabricantes se darán como sinónimos. Cuanto al plan de adoptar un título farmacéutico distintivo, el Dr. Eccles sugiere que se estudien con detenimiento las decisiones recientes de los tribunales acerca del derecho de propiedad de nombres de productos privilegiados antes de adoptar finalmente aquel título. Opina que sería mejor adoptar el nombre del fabricante, privilegiado ó no, porque dar á un artículo patentado un nombre farmacéutico antes de la expiración de la patente y la pérdida simultánea del derecho del título, equivaldría á permitir al que recibió la patente ejercer el mismo monopolio que anteriormente, con lo cual el objeto de la Comisión de excluir títulos privilegiados de la Farmacopea quedaría frustrado.

INSPECCION DE ALIMENTOS Y DROGAS

POR muchos años se han hecho esfuerzos para que la legislatura del Congreso nacional fraguase una ley para evitar la adulteración de alimentos y drogas, pero tal ha sido la oposición é influencia de las partes interesadas, que las medidas ofrecidas á las cámaras para aquel fin han sido siempre á última hora arrinconadas; esto fué precisamente lo acontecido en la pasada legislatura con el *bill* Hepburn-Brosius; pero el Dr. H. W. Wiley, jefe del negociado de química en el Departamento de agricultura, logró que en la consignación para el mismo se incorporase una sección especial, autorizando al ministro del ramo para que investigase la adulteración de comestibles y drogas, inspeccionase la introducción de productos del extranjero y los destinados á la extracción, fijando al mismo tiempo tipos de pureza para que sirviesen de norma. El ministro

está autorizado para impedir la entrega de los efectos al consignatario, si después de su examen resultan impuros ó adulterados. Esta disposición reglamentaria se puso en vigor el 1° de julio pasado y en parte reza como sigue:

Para investigar la adulteración de alimentos, drogas y licores en aquellos casos en que el Ministro de agricultura lo juzgue necesario y cuando tiene motivos para creer que se importan artículos de países extranjeros que puedan ser perjudiciales á la salud del pueblo americano, ó cuya venta no se permite ó está restringida en los países de que emanan, ó cuyos rótulos relativos al punto en que se fabricaron ó al contenido del paquete sean falsos, en cuyo caso oficiará al Ministro de hacienda para que ponga á su disposición muestras de los paquetes originales de los artículos en cuestión para su examen y análisis, y el Ministro de hacienda está autorizado para abrir tales paquetes para el fin mencionado, dando aviso al propietario ó consignatario de los efectos por si quiere estar presente al acto ó presentar pruebas. El Ministro de hacienda negará la entrega al consignatario de aquellos efectos que el Ministro de agricultura declare haber sido examinados y analizados hallándolos peligrosos para la salud pública, ó cuya venta está prohibida ó restringida en los países en que se fabrican ó de que se exportan, ó cuyos rótulos resulten falsos en cuanto al contenido ó lugar de su fabricación.

Para que el Ministro de agricultura pueda investigar la naturaleza de preservativos de alimentos, materias colorantes y otras sustancias agregadas á los comestibles para determinar la relación que tienen con la digestión y la salud, y establecer los principios que deberían servir de guía á su empleo; para que el Ministro de agricultura pueda investigar la naturaleza de las pruebas químicas y físicas aplicadas á los productos alimenticios americanos en los países extranjeros y para la inspección antes de su embarque cuando lo deseen los dueños ó embarcadores de esos productos, productos alimenticios americanos destinados á países donde se exijan pruebas químicas y físicas antes de autorizar la venta de tales productos en los países mencionados, y para todos los gastos necesarios en relación con tal inspección y estudios de los métodos y análisis en los países extranjeros; para que el Ministro de agricultura con la cooperación de la Asociación Oficial de Químicos Agrícolas y otros peritos que se juzguen necesarios, para el establecimiento de tipos de pureza de los productos alimenticios; y para determinar en qué consisten las adulteraciones para el gobierno de los varios Estados y tribunales de justicia.

Se han enviado instrucciones á los inspectores de aduanas para que obtengan muestras de comestibles, drogas y licores para beber, importados de países extranjeros para su examen por los peritos del Departamento de agricultura, habiéndose preparado de antemano una lista (con carácter confidencial) de los productos sospechosos para guía de los inspectores. El Dr. Wiley, jefe de la sección de química, ha nombrado ayudantes especiales para ejecutar el nuevo trabajo de que es responsable. Para determinar la cantidad de preservativos que puedan añadirse á los productos, los experimentos que se están llevando á cabo en el Departamento, y de que nos ocupamos en el

número anterior de este suplemento, y como también para establecer tipos de pureza, habrán de ser una ayuda importante.

LA FARMACIA EN LA EXPOSICION

COMO EN PARÍS LA QUÍMICA Y LA FARMACIA FIGURARÁN EN LAS ARTES LIBERALES

La farmacia en la Exposición Universal de St. Louis que ha de inaugurarse el próximo verano, figurará en el departamento de las Artes Liberales en lugar del de las manufacturas. Se exhibirán muchas habilitaciones, procesos y productos. El edificio cubrirá un terreno de nueve acres, midiendo 525 por 750 piés y teniendo la forma de un rectángulo, cada una de cuyas fachadas ostentará una serie de pabellones y columnatas, en pares comprendiendo logias de gran elegancia y belleza.

Había más bien pocas instalaciones de productos químicos en la Exposición de Chicago y estaban clasificados como manufacturas. En la Exposición de París de 1900 hubo muchas y muy interesantes instalaciones, contándose 34 expositores de los Estados Unidos. Allí, por la primera vez, la alta y creciente importancia de la química como factor en la vida industrial fué reconocida y clasificada entre las artes liberales. Francia con sus muchos elementos de progreso presentó un interesante conjunto de instalaciones, que debería ser eclipsado por los Estados Unidos en 1904. No eran las menos interesantes seguramente las instalaciones históricas; allí se veían las balanzas de Lavoisier, los productos de Chevreul, el aparato de Gay-Lussac, y los productos de las investigaciones de Sainte-Claire, Deville, Berthelot y Moissan. En la Exposición de St. Louis, Francia y Alemania estarán bien representadas.

Hay seguramente motivo para que en esta ocasión los químicos americanos exhiban la fabricación de carburo de calcio, de carborundum, la electrolisis de la sal, la producción de sosa cáustica y del cloro, la preparación de carbonato sódico y otras ramas características é importantes de las industrias químicas. No cabe dudar que los fabricantes de aparatos para el laboratorio enseñarán los nuevos mecanismos ventajosos, y los fabricantes de maquinaria para la preparación de drogas y productos químicos presentarán exhibiciones notables.

La industria química y las artes farmacéuticas comprenden el grupo más importante del departamento de las artes liberales. El jefe del departamento, el señor John A. Ockerson, tiene en vista poner en movimiento la mayor cantidad de maquinaria posible por ser relativamente fácil la obtención de fuerza eléctrica, de gas y agua en el edificio, en la esperanza de poder enseñar el tratamiento del agua pasada de las fábricas, el método de compresión y licuación de gases, la fabricación artificial de telas, la confección de píldoras, la fabricación de pinturas y molienda de colores y otros muchos procesos clasificados.

La enorme producción de drogas y productos farmacéuticos de todas clases de este país estarán representados en el grupo 23 que comprende las materias primas para la farmacia, el producto simple y compuesto y la habilitación de la fábrica.

FARMACIA HOMEOPATICA EN LOS ESTADOS UNIDOS

MUCHOS descubrimientos del Viejo Mundo han hallado en los Estados Unidos el mejor suelo para desarrollarse, gracias á la libertad de pensamiento que en todas las esferas del saber impera en este país. La popularidad que aquí goza la homeopatía es uno de los mejores ejemplos del arraigo de una de las nuevas verdades que tuvieron la cuna en Europa y vinieron á implantarse en el Nuevo Mundo. En los anales médicos están registrados sobre 14,000 médicos que ejercen la homeopatía autorizados para ello. El primer homeópata de profesión establecióse en los Estados Unidos, allá por el año 1825.

Años atrás la profesión iba acompañada de muchas dificultades por el hecho de que los médicos aleópatas proscribían de sus filas á sus colegas de la nueva escuela, clasificándoles entre la clase de curanderos ó charlatanes. Esta persecución alentó más bien á los homeópatas quienes redoblando sus esfuerzos y sin desesperar jamás del porvenir, se lanzaron á ganarse sus laureles.

De que la profesión por ellos adoptada habría de proporcionarles satisfacción inmensa, lo prueba la existencia en la actualidad de 20 colegios homeopáticos, 30 periódicos idem, centenares de farmacias y hospitales homeopáticos y otras evidencias corroborativas.

Los primeros homeópatas tuvieron que componer sus propias drogas ó prepararlas de yerbas frescas. De esta manera creció el número y á medida que su entusiasmo les llevaba á averiguar la nueva verdad fué necesario más tiempo para preparar las drogas, y hubo que inaugurar farmacias para componer tinturas homeopáticas según el método de Hahnemann. A medida que se abrían estos establecimientos subveníanse las necesidades de los médicos. La historia de la homeopatía en los Estados Unidos no sería completa sin la historia del desenvolvimiento de la farmacia homeopática que á su vez está íntimamente relacionada con la historia de la casa de Boericke & Tafel, la más antigua y la más importante farmacia homeopática del mundo, establecida en el año 1835, diez años después de haber desembarcado en los Estados Unidos el primer médico homeópata.

El ensanchamiento gradual de los negocios de esta acreditada casa puede explicarse por la calidad de las medicinas que confecciona, clasificadas como tipo por los médicos, por la precisión y pureza de su composición, lo que en la práctica homeopática es de primera importancia. La casa emplea hoy día arriba de cien operarios y cuenta con diez farmacias perfectamente habilitadas. Por la excelencia de sus productos ha sido distinguida en tres exposiciones universales, la Centennial, y las Cotton y Columbian de estos años pasados, siendo la única farmacia homeopática que ha recibido medallas.

Además de ser los fabricantes é importadores más

importantes de medicinas homeopáticas y materias, también están en primera línea como editores de libros é impresos del ramo, pues 90 por ciento de los que circulan salen de sus prensas. En sólo estos tres años pasados han publicado más de 60 volúmenes grandes y pequeños.

Nos parece á veces que las responsabilidades del farmacéutico homeópata no se aprecian en lo que se merecen. El homeópata ha de tener existencias de unas mil quinientas medicinas todas las cuales debe poder administrar en «tinturas madres,» en forma «triturada» ó «diluida,» ó en las tres formas, todo lo cual requiere inmensa labor y muchísima paciencia, y esto no es su menor cometido, puesto que cada nombre de esa larga lista representa una droga distinta de los reinos vegetal, mineral y animal, y ha de recibir un tratamiento distinto y específico para producir una medicina en que pueda confiar en absoluto el médico.

Emulsión de Aceite de Hígado de Bacalao con Musgo de Irlanda

Por RICHARD A. ROBINSON, Jun.

Se ha demostrado antes de ahora que la preparación de la emulsión de aceite de hígado de bacalao con mucilago de musgo de Irlanda tiene sus ventajas y desventajas, pero no sabe todo el mundo cuán pronto puede hacerse esa emulsión disponiendo de aparatos apropiados. Empleando el majador y el mortero la emulsión con el musgo no se hace con más rapidez que con la acacia, pero sí con cantidades iguales (sean 6 oz. fl.) de aceite de hígado de bacalao y un cocimiento de 2 por ciento de musgo (éste se hierve con agua por espacio de media hora y luego se reduce á su volumen original y se cuela) se ponen juntos en una vasija de 1 libra agitándolo con una batidera que haga 1,200 revoluciones por minuto, fórmase una emulsión blanca en unos segundos. Aquella velocidad puede alcanzarse con una batidera de huevos ordinaria que lleve dos aletas rotatorias circulares sujetas por cigüeña á una manivela á que da vueltas el operario. Estas batideras llevan engranaje. Una emulsión ligeramente endulzada conteniendo 25 por ciento de aceite aromado con almendras, limón ó aceite de pirola es un artículo estable de fácil salida. Caso de que haya de conservarse la emulsión embotellada por algún tiempo deberá añadirse á ella 20 por ciento de glicerina ó medio grano de ácido benzoico por cada onza fluida de emulsión. — *Pharm. Jour.*, enero 24 de 1903.

Determinación del Vapor Clorofórmico en el Aire

Para la determinación rápida de la cantidad de vapor clorofórmico que está presente, en mezclas de vapor clorofórmico y aire, un método se ha hallado medianamente satisfactorio; está basado en la alteración de la presión producida por la absorción del vapor clorofórmico por el aceite de oliva. Waller y Geets recomiendan que se pese un frasco primero lleno de aire y después con la mezcla. Habiendo emprendido una serie de experimentos con los dos métodos los resultados confirmaron muy próximamente lo sentado. — B. M. J., 2216, 1421.

Relación de la Química con la Farmacia

Por el Profesor PARTHEIL

La relación que la química guarda con la farmacia es enteramente diferente ahora de lo que era al principio del siglo. Entonces se acostumbraba dar á los jóvenes un buen aprendizaje de farmacia para que pudieran aprender química; pero ahora que ésta ha recabado una posición independiente, y que para su estudio se levantan magníficos edificios y laboratorios al paso que el farmacéutico ha cesado de hacer sus propias preparaciones, el laboratorio de las farmacias también ha cesado de ser el semillero de jóvenes químicos.

El hecho de que la producción de artículos químico-farmacéuticos ha pasado de las manos del farmacéutico á grandes establecimientos, de los cuales compra aquel ahora sus abastos, hace que sea más necesario que nunca que se encuentre en situación de poder analizar aquéllos y determinar su valor como medicinas. De igual manera necesita un conocimiento más profundo de botánica y de farmacognosia que hasta aquí, porque ya no se procura sus propias drogas, ni las seca ó pulveriza; por consiguiente debe poseer la capacidad de identificar las drogas compradas en las formas que las obtiene, para determinar su pureza y averiguar la proporción de sus constituyentes.

Para poder comprender y llevar á cabo las numerosas pruebas y ensayos para estos fines, el farmacéutico debe poseer el conocimiento suficiente de química pura y un conocimiento teórico y práctico de química farmacéutica. Estas dos químicas tratan de las mismas sustancias y emplean idénticos métodos, la diferencia entre ellas es de problema y fin. La química pura investiga las propiedades de la sustancia á ella sometida, sus reacciones con otra y las deducciones que han de hacerse para éstas; su obra es averiguar la verdad; su fin es el conocimiento. La química farmacéutica indaga las propiedades que una sustancia debe poseer para ser apropiada como medicina; qué impurezas pueden estar presentes y cómo descubrirlas y eliminarlas. La obra de la química farmacéutica es indagar las cualidades de una sustancia para usos medicinales; su fin la aplicación de este conocimiento á la farmacia práctica.

El siguiente ejemplo puede servir de ilustración: Para el estudiante de química puede ser suficiente que conozca que el azufre se obtiene en Sicilia, bien derriendiéndola materia prima en grandes pilas cubiertas de tierra (calcaroni), ó bien en hornos especiales por medio de vapor sobrecalentado; que en muchos lugares se destila con retortas de barro; que el azufre crudo se purifica por medio de una segunda destilación con retortas de hierro y luego se moldea en barritas; que si el vapor del azufre se enfría rápidamente conduciéndolo á un receptáculo por donde pasa aire frío, se condensa formando un polvo fino amarillo (flor de azufre).

El químico farmacéutico, por otra parte, debe tener un conocimiento más íntimo de la preparación del azufre crudo y de su purificación; también debe conocer sus propiedades y los ensayos prescritos por la farmacopea; el objeto de la maceración con el amoníaco, y estar familiarizado con las reacciones que se verifican *i. e.*, con la formación de sulfato de amonio del ácido sulfúrico y del sulfarsenato de amonio, disulfoxiarsenato y sulfoxiarsenato de cualquier pentasulfido de arsénio que esté presente. La leche de azufre

pone todavía más á prueba sus conocimientos que lo dicho.

La farmacopea emplea algunos medios puramente físicos para ensayar drogas, á saber: la gravedad específica, el punto de licuación, el punto de ebullición y solubilidad. Los métodos químicos son en parte cualitativos, en parte cuantitativos, siendo estos últimos bien gravimétricos bien volumétricos. Para las determinaciones volumétricas se emplean frecuentemente soluciones centinormales, siendo apenas necesario decir que la habilidad requerida para la debida ejecución de estas numerosas y á menudo delicadas operaciones, no puede adquirirse en las conferencias públicas ni en el laboratorio químico durante el curso ordinario de química práctica. Para este objeto es de necesidad un curso de instrucción práctica en un laboratorio de farmacia, porque es allí en que deben ponerse en práctica estos métodos para extender los conocimientos en este sentido.

Bajo las condiciones actuales el farmacéutico necesita mejores conocimientos de química y física que hasta aquí.

Pero para el farmacéutico practicante la química que aprende de un «puro» químico es insuficiente para este objeto; requiere un conocimiento de química aplicada á la farmacia y este puede sólo enseñárselo el hombre que lo ha aprendido por la observación y experiencia práctica.

Determinación del Yodo en los Aceites

L. Lafay, observa que los aceites yodados del comercio contienen usualmente menos yodo del que se anuncia; pero que, á parte del último, también está presente en ellos el cloro en cantidad considerable.

Sugiere, en su vista, el siguiente método para determinar la cantidad de yodo bien solo, bien con el cloro: Pésese sobre 1 gramo del aceite y póngase en una retorta de níquel, hierro ó cobre; añádense 5 ó 6 gramos de potasa cáustica, exenta de cloro, y 5 ó 6 c. c. de alcohol; caliéntese ligeramente para saponificar el aceite, y evapórese hasta que el residuo, que contiene potasa, empiece á ennegrecerse; cúbrese la retorta y continúese con el calor hasta que la masa forme espuma y la materia orgánica quede destruida, y agótese entonces el residuo con agua; acidúlese la solución con ácido sulfúrico y transfírase á un bote de 500 c. c., con tapón esmerilado; añádense de 20 á 30 c. c. de carbón disulfido (lavado previamente con permanganato potásico) y unas cuantas gotas de una solución concentrada de nitrito sódico; sacúdense bien durante cinco minutos y decántese la solución á un frasco de 2 litros; lávese dos veces el carbón disulfido con 200 c. c. de agua, pasando las lavaduras al frasco; elimínense los rastros del yodo de la lavadura, sacudiéndolos con 10 á 15 c. c. de carbón disulfido por titración con una solución volumétrica de hiposulfito sódico. Para determinar el yodo y el cloro, acidúlese la solución alcalina obtenida del residuo calcinado son ácido nítrico y precipítese con plata; lávese el precipitado y hágase hervir por dos ó tres minutos con una solución de sesquicarbonato de amoníaco (carbonato amónico) 10 grm.; agua, 90 c. c.; (solución amoníaca, 22 c. c.); el cloro se disuelve, más no el yodo; ambos pueden determinarse de la manera usual.—*Bull. des Sciences Pharm.*, 5, 119.

Los Enzimas considerados como la Causa Posible de los Depósitos en las Tinturas

Por el Prof. KUNG-KRAUSE

No habrá farmacéutico que no haya advertido que en la mayoría de tinturas se forma gradualmente un depósito más ó menos cuantioso en el fondo, y es que las tinturas deben considerarse como soluciones más ó menos complejas de compuestos orgánicos é inorgánicos en varios menstruos, y como tales están gobernadas por las leyes á que están sujetas las soluciones ordinarias, especialmente aquellas referentes á cambios operados por la alteración de la concentración y por la alteración de la temperatura. Las tinturas pueden por consiguiente ponerse turbias si el menstrio se evapora ó baja la temperatura, de lo cual se deduce que una tintura preparada á la temperatura de 152° C. debería conservarse á esa temperatura y no guardarse en un sótano frío que puede registrar no más de 10° C.

Además de los cambios debidos á las causas enunciadas, se efectúan otros motivados por otras que en la actualidad no son comprendidas del todo, por ejemplo la separación del aceite de la tintura de cantáridas, de la goma de la tintura de mirra, de la resina de la tintura de aloes, de los flobafenos de varias tinturas astringentes. El depósito que se forma en la tintura de agallas reconoce por causa la transformación de ácido agallotánico en ácido elágico que es mucho menos soluble. La tintura de litmo pierde el color al ser reducida, mientras que las tinturas astringentes depositan flobafenos como resultado de oxidación ó del proceso hidrolítico. Hace ya mucho tiempo que se sabe cuan importante factor es la luz solar en los cambios observados en las tinturas; muchas se vuelven pálidas al estar opuestas al sol, como es el caso con la tintura del azafrán, mientras que otras oscurecen (tintura de ruibarbo y valeriana).

A parte de los cambios iniciados por la luz solar, los enzimas presentes naturalmente en las plantas y que pasan sucesivamente á las drogas y á las tinturas por ellas preparadas, causan también varias alteraciones. El autor clasifica estas enzimas como sigue:

1.— Enzimas hidrolíticos que permiten las substancias sobre las cuales actúan el tomar una ó más moléculas de agua para descomponerse en otros cuerpos. Entre los primeros deben contarse: (a) Diastase, inulase, citase que transforman el almidón y otros polisacáridos ó polioses de la fórmula $C_6H_{10}O_5$ en varios compuestos solubles. (b) Invertase, maltase, lactase, trohalase, roffinase y melizitase, que transforman bioses de la fórmula $C_{12}H_{22}O_{11}$, tales como el azúcar de caña, la maltosa, la lactosa en monosacáridos (monoses). (c) Lipase que descompone grasas para formar ácidos grasos y glicerina. (d) Emulsina que descompone la amigdalina en benzaldehído-cianhidrina y glucosa. (e) Urease que transforma la urea en un carbonato de amonio. (f) Pepsina y tripsina.

2.— Enzimas autolíticos que efectúan la descomposición sin la absorción de agua: (a) Zymase, que convierte la glucosa en alcohol y carbón dióxido. (b) Miroquina.

3.— Enzimas coagulantes: (a) Fermento de cuajo que coagula la leche. (b) Trombose, que coagula la sangre. (c) Pectase, que transforma los llamados pectinos en masas gelatinosas.

4.— Enzimas oxidantes ú oxidases: (a) Laccase, que en 1883 fué aislado del árbol del Japón lac. (b)

Tyrosinase, que oxida la tirosina y otros compuestos aromáticos. (c) Oenoydoses, que descoloran el vino, etc. (d) Varios oxidases de origen animal.

Por investigaciones recientes se ha descubierto que los oxidases están muy extensamente esparcidos en el mundo vegetal y son probablemente las causas principales de los cambios causados por la oxidación observados en las tinturas. Es muy posible que otros enzimas relacionados con el proceso metabólico de la planta estén igualmente presentes en las tinturas y no sin influencia en ellas. Probablemente un enzima de la naturaleza del lipase posee la influencia para descomponer las grasas naturales presentes en la simiente, aumentando de este modo la acidez de las tinturas. Estos y otros problemas semejantes no hay remedio de resolverlos por el presente.— Del *Pharmaceutische Centralhalle*. Transcrito del *Pharmaceutical Journal*.

Substitutos de Extractos de Carne

H. Zellner (*Chem. Centr.*) ha estudiado los extractos de levaduras que han aparecido en el mercado como substitutos del extracto de carne, bajo los nombres «Siris», «Ovus» y «Muk», tres preparaciones que se obtienen de la levadura de cerveza. Al preparar el «Ovus» la levadura se somete al vapor, y la masa fluida obtenida concéntrase al vacío hasta que alcanza la consistencia requerida. El producto despiden un olor débil, disuélvase en agua dejando un líquido turbio, reacciona ligeramente en ácido y tiene un gusto salino fuerte. El «Muk» se obtiene de la levadura suspendida en un volumen igual de agua de 60 á 70 grados C. forma un extracto de color claro-oscuro y despiden un tenue olor. El «Siris» se prepara por la acción del éter sobre la levadura y concentrando el extracto obtenido. Un análisis de este producto verificado por Fresenius, dió los siguientes resultados: Agua, 29.54 por ciento; ceniza, 17.29; substancias nitrogenadas orgánicas, 49.5; (amoníaco, 3; albumoses, 84; substancias precipitadas por hidróxido cúprico, 5.74; substancias de extracto nitrógeno, 426); goma, 3.65; substancias extraídas por el éter, .07 por ciento. El autor cree que los extractos de levadura pueden reemplazar satisfactoriamente los extractos de carne en cuanto al aroma y olor, pero no contienen las valiosas materias extractivas y estimulantes de los legítimos extractos de carne.

Limas y Limones

Por varios análisis llevados á cabo por el negociado del análisis químico en Antigua, que está á cargo del Gobierno ha podido demostrarse el grado de acidez de diversas variedades de la lima; el zumo de la ordinaria contiene 36-15 granos de ácido cítrico por onza mientras que la sin corazón rinde 37-73 granos comparado con el limón de Sicilia ó Villafranca que sólo da 30-32. Es entonces la variedad sin corazón la mejor para la manufactura del ácido cítrico ó zumo de lima. Las frutas objeto de ensayo se habían cultivado en la granja oficial, en la estación de Dominica. Citrato de lima embarcado recientemente de esta isla para Londres fué vendido al precio corriente; contenía un 68 por ciento de ácido cítrico y se realizó á £2 4s. por cien libras. El Sr. F. Watts (*West Ind Bull.*, iii, 152) opina que cuando el citrato se haga de calidad uniforme de que pueda dependerse, reemplazará el zumo de lima concentrado que se exporta en la actualidad, y cuando se costeen los aparatos necesarios tendrá más cuenta fabricar el citrato.

NUEVOS REMEDIOS

ACEITE DE HÍGADO DE BACALAO CON LECITINA. — Reco-miéndase como sustituto del aceite de hígado de bacalao fosfora-tado. Prepárase disolviendo 2.5 partes de lecitina en 500 partes de aceite de hígado de bacalao, y adminístrase á los niños de la misma manera que el aceite de hígado de bacalao ordinario.

GLICOLATO MERCÚRICO. — Compuesto que se obtiene disolviendo en agua caliente óxido mercurio y glicocol. Pretén-dese que posee las ventajas combinadas de los compuestos solubles é insolubles del mercurio para inyecciones. Es soluble al momento de la inyección, pero al absorberse tiene lugar una reducción par-cial ó completa, depositándose el mercurio parcialmente en los tejidos, probablemente como óxido.

HÆMOSTATINA. — Es un bismuto-tribromo-fenol, que sólo difiere del zeroformo en contener menos bismuto. Empléase como hemostático.

HETOL-CAFEÍNA. — Obtiénese disolviendo juntamente cafeína 10.6 y cinnamato sódico (hetol) 8.5, en agua caliente 40, evapo-rándose la solución; filtrase mientras está caliente á la desecación en el baño-maría. Es un polvo amargo, inodoro, con reacción alca-lina, y soluble en 2 partes de agua. Empléase como diurético en lugar del salicilato sódico de cafeína.

HIDROCLORURO DE EUFTALMINA. — Es una sal de metil-vinil-diacetona-alkamina-oxitoluol que se presenta en un polvo incoloro, cristalino que se diluye fácilmente en agua fría. Pónese como solución al 10 por ciento y empléase en trabajos oftalmos-cópicos, en soluciones de 2 á 5 por ciento. Dicese ejerce un efecto midriático á los 20 ó 30 minutos después de la instilación de 2 á 3 gotas de la solución.

HYGIAMA. — Es una preparación alimenticia nutritiva con-centrada, que se dice contener 49 por ciento de carbohidratos solu-bles y 10 por ciento de grasas, á parte de una cantidad considera-ble de albuminoides y agua mineral. Es fácil de digerir, se retiene bien, y es á propósito para los niños.

ICTIOL-SALICILO. — Consiste en una mezcla de ictiol con sali-cilato sódico en la proporción de 25, 33 y 50 por ciento del último, formando un polvo higroscópico de un color que tira de claro á oscuro.

IODALGINA. — Con esta preparación se ha hecho un esfuerzo para presentar un compuesto rico en yodo y que posea á la vez todas las propiedades antisépticas del mismo elemento, pero sin ninguno de sus efectos cáusticos ó el olor desagradable del iodo-formo. Contiene 50 por ciento de yodo y dicese ser un poderoso antiséptico que deja libre el yodo en su estado naciente al ponerse en contacto con los tejidos. También puede administrarse inter-nalmente como antiséptico en dosis diarias de 0.40 á 0.50 grm.

IODILOFORMO. — Es un nuevo sustituto del iodoformo y consiste en una combinación de yodo y alguna substancia inerte mucilaginoso (gelatina). A guisa del iodoformo obra sobre las bacterias solamente con la liberación del yodo del que contiene solamente un 10 por ciento. Es un polvo oscuro amarillento inso-luble en el agua, alcohol, éter y otros disolventes.

ISAROL. — Corresponde al ictiol, y consiste en un sulfo ictio-lato amónico producido por la sulfonación de una substancia desti-lada de una especie de arcilla bituminosa que se halla en ciertos lugares de los Alpes. Se disuelve perfectamente en agua; sus pro-piedades físicas y terapéuticas son idénticas á las del ictiol.

JABON MERCURIAL. — Combinación de estearato de potasa y mercurio, con un 33 por ciento de este último.

JECORIN. — Sustituto del aceite de hígado de bacalao, de

fabricación privilegiada, que se asevera componerse de ácido clo-ridro-fosfórico y de un lacto-fosfato de calcio, de cada uno. 0.5; ácido láctico, 0.25; ácido fosfórico, 3.0; iodo, 0.5; ioduro ferroso, 0.375; extracto compuesto de ajeno, 5; con zumo de fruta sufi-ciente ó extracto vegetal para hacer 100 partes y dar un aroma agradable á la mezcla.

KRESO. — Llámase por este nombre á una preparación desin-fectante que mata los malos olores, y está compuesta de una diso-lución de los cresoles y fenoles. Es un líquido alcalino pardo obs-curo, que al mezclarse con agua forma una emulsión blanca con tinte sonrosado. Con el alcohol, cloroformo ó éter forma una solu-ción clara. La fabrican y expenden Parke, Davis & Cía., de Nueva York.

KRIOGENINA. — Dicese ser un meta-benzomina-semi-carba-cida, formada de un polvo blanco que se disuelve con dificultad en el agua. Empléase como antiperético en dosis diarias de 0.6 á 0.2 grm., recomendándose que se reduzca la dosis tan luego de obtener el efecto deseado.

LIBANOL BOISSE. — Nombre puesto por M. Boisse, farma-céutico de Argel, el aceite de cedro del Atlas. Los derechos para vender esta preparación en la Gran Bretaña, Alemania, Austria y los Estados Unidos los ha traspasado el fabricante á Schimmel & Co., de Leipzig. Precisa distinguir el aceite esencial del cedro del Atlas del aceite ordinario que se hace de una especie de enebro llamado *Juniperus Virginiana*, L. El aceite que nos ocupa ha llamado la atención no sólo como sustituto del aceite de sándalo-sobre el cual afirmase poseer la ventaja de que nunca causa dolor en los riñones, sino como un excelente auxiliar del aceite de hígado de bacalao en el tratamiento de la bronquitis y la tuberculosis. El aceite contiene sobre 16 por ciento de los alcoholes sesquiterpenos á los cuales debe su eficacia como sucedáneo del aceite de sándalo. El aceite ordinario de la madera de cedro contiene solamente un 2 por ciento de esos alcoholes.

LIPIBROMOL. — Aceite de bromo, que se ha dado á conocer como sustituto de las sales de bromuro. Es un fluido transparente que contiene 33 1/3 por ciento de bromo con un olor tenue de aceite de adormideras del que se prepara. Tiene reacción neutra, y no produce precipitado con nitrato de plata. Un gramo corresponde á cosa de 0.5 grm. de bromuro potásico.

LIPIODOL. — Es un aceite de yodo cuyo objeto es sustituir las sales de yodo; adminístrase también hipodérmicamente. Contiene sobre 40 por ciento de yodo. Su empleo no va acompañado de efectos desagradables.

LOFOTAL. — Nombre comercial para un aceite de hígado de bacalao carbonatado ó efervescente *i. e.*, aceite de hígado de bacalao impregnado de carbono dióxido. El ácido carbónico que encierra, dicese que enmascara el gusto del aceite y lo conserva impidiendo la oxidación.

MARSITRIOL. — Es un gliceroarsenato férrico, y se presenta en forma de polvo amorfo amarillento, siendo la dosis diaria de 1/6 de grano.

MESOTAN. — Descríbese como metiloximetilester de ácido salicílico, y es un fluido amarillo claro que se mezcla con alcohol, éter y aceites fijos. Afírmase que es casi un específico como anal-gésico local en el reumatismo muscular ó articular. Sale del esta-blecimiento de la Faebenfabriken de Elberfeld Company. (Véase Ulmarina).

VAINILLATE MERCÚRICO. — Nueva combinación mercurial que contiene 40 por ciento de mercurio. Es un polvo blanco, abso-lutamente insípido, insoluble hasta en agua caliente pero soluble en ácidos y probablemente en el jugo gástrico. Tiene un olor grato de vainilla.

NOTAS FARMACEUTICAS

APOMORFINA. — R. Pschorr (Berichte) ha demostrado que los dos átomos oxígenos de apomorfina están presentes en los grupos de fenolhidroxil, y que el compuesto es un derivado de un grupo fenantreno, lo que es contrario á la opinión aceptada de que uno de los átomos ejerce una función etérea mientras que la del otro es hidroxila.

GASA DE BICLORURO DE MERCURIO. — Un modo limpio y rápido (sugerido primeramente por el profesor White y después por C. B. Lowe) para determinar si ha ocurrido un cambio en la gasa del bicloruro de mercurio, como consecuencia del cual éste haya pasado á ser cloruro flojo (calomel), es verter agua de cal sobre un trozo de gasa, y si sobreviene un color negro se ha efectuado el cambio.

CONSTITUYENTE ACTIVO DEL ALOES. — M. I. Wilbert (*Amer. Journ. Pharm.*) declara que las diferentes variedades del aloes comercial pueden dividirse en dos clases, una que contiene barbaloina con poco ó ninguna isobarbaloina, y la otra cantidades considerables de isobarbaloina á parte de la aloína. Cree que habrá de hallarse una preparación que encierre el principio catártico del aloes de una manera más satisfactoria que la aloína.

MELILBROMATO DE ATROPINA. — Es esta una nueva sal del alcaloide que ejerce mucho menos efecto en el corazón que el alcaloide libre (*Journ. de Pharm. d'Anvers*). Forma cristales blancos solubles en agua y en alcohol diluido. Dos gotas de una solución de 1 por ciento aplicadas al ojo causan dilatación de la pupila que desaparece en cuatro horas. También se emplea en dosis de un décimo de grano por la noche para atajar los sudores excesivos de los tísicos.

JARABES Y FRASCOS DE ESTANTES. — Ephraim D. Irvine, Ph. G., anuncia en el *Western Druggist* que los jarabes no deberían nunca guardarse en frascos cuyo tapón esmerilado pueda aflojarse, porque de todas las preparaciones farmacéuticas pocas son tan susceptibles de una descomposición rápida como los jarabes; esto no obstante, los fabricantes de vidriería sugieren á los farmacéuticos esa clase de frascos para tenerlos con otros en la estantería. Esto es una equivocación; los jarabes deberían guardarse en botellas con tapón de corcho bien ajustado, en un lugar fresco.

GLICERIDOS COMPUESTOS EN EL ACEITE DE OLIVA. — D. Holde (Berichte) ha aislado del aceite de oliva un glicerato mezclado que por la acción de la solución del yodo de Hubl, rinde un producto cristallino adicional. Contiene radicales de ácido oleico y palmítico en la proporción de una á dos moléculas. Se sugiere que la presencia de estos gliceridos compuestos contribuya á explicar el por qué los aceites que rinden una buena proporción de ácidos en alto grado fusibles no se solidifican á temperaturas correspondientes, permaneciendo estos gliceridos mezclados fluidos á la temperatura ordinaria.

ACIDO IPECUACANICO. — T. Keinura ha aislado el ácido ipecacuánico é investigado sus propiedades químicas y farmacológicas, de cuyas resultas cree poder afirmar que apenas si posee ninguna acción astringente ó influencia alguna en el desarrollo del bacilo de la disentería; por consiguiente, es difícil comprender la fama de que goza la ipecacuana de-emetinada como

remedio para la disentería. El examen químico del ácido indica que es un glucosido asociado al ácido quíllácico; pero como no determina la hemólisis ni posee la propiedad de emitir espuma no puede considerarse como un verdadero saponífero.

ACEITE DE COCO PURIFICADO. — La *Pharmaceutische Centralhalle*, contiene la descripción de un proceso para purificar aceite de coco y convertirlo en buen aceite de mesa. El material se agita primeramente con ácido diluido y después trátase con cal pulverizada. A un color suave de 50 á 60 grados C. la cal neutraliza los ácidos libres del aceite, formando un jabón de cal. El aceite neutro se separa del jabón por la filtración, pero le queda un olor desagradable que se elimina agitándolo en una solución acuosa de 2 al 100 de carbonato álcali y calentándose á 100 grados hasta que desaparece el olor peculiar dicho. El álcali se elimina con un lavado de agua, dando por resultado un aceite neutral sin olor ni gusto.

INFLUENCIA DE LOS CARBONOHIDRATOS EN LA DIGESTIÓN. — En una revista médica alemana se publica el resultado de una serie de experimentos llevados á cabo con el objeto de determinar las cantidades de diferentes productos de la digestión formados al poco tiempo después de comer varios alimentos. El estómago de una persona adulta sana hallóse que había hecho solubles al cabo de una hora una serie de albuminoides sin la secreción de ningún ácido hidrocórico. Después del consumo de arroz con carne, la cantidad de albúmina hecha soluble durante el mismo espacio de tiempo, fué aumentada á lo menos 10 por ciento. El experimento repitióse un número de veces acusando la influencia favorable del carbonohidrato.

OPIO PERSA. — Siedler nos da á conocer (*Oester Zeitschrift*) algunos pormenores interesantes relativos al opio de Persia. La simiente se siembra en la primavera y las cápsulas se abren en abril, mayo ó junio. Con frecuencia se ve á los naturales amasar el opio fresco con las manos haciendo panes, ó arrollarlo alrededor de un palo liso prensándolo después en moldes cilíndricos. Otras veces se le da la forma de ladrillo de peso desigual. Las barritas de opio se envuelven en papel blanco y los panes y ladrillos en papel de color, generalmente encarnado. Los principales centros de producción son Meshed Khorassan, Ispahan y Hanadon, siendo más apreciado el opio del primer punto. Expórtase á Londres y á los Estados Unidos, Hong-Kong, China y Rusia, aunque mucho se consume en el mismo país.

DESINFECCIÓN DE HABITACIONES CON CLORURO MERCÚRICO. — E. Bertavelli (*Apot. Zeit.*), ha averiguado que prácticamente no se corre riesgo en ocupar aposentos que han sido desinfectados con cloruro de mercurio, particularmente si se pone cuidado en eliminar de la habitación el desinfectante. Después de rociar las paredes con una solución de la sal no quedaba mercurio alguno suspendido en la atmósfera del aposento. En una serie de experimentos con trece individuos, sólo en uno pudo descubrirse en la orina una cantidad mínima de mercurio. Con ratones encerrados en una caja previamente desinfectada con una solución de sublimado al 1 por ciento, se halló mercurio en dos casos fuera de catorce animales, pero al colocar una gasa metálica fuerte á algunos centímetros arriba del piso, todos aquellos estuvieron libres de la intoxicación mercurial.

PARRAFOS DE INTERES COMERCIAL

La C. I. Hood Company, de Lowell (Mass.), farmacéuticos al por mayor, proporcionan los artículos apropiados y llamativos para el adorno del escaparate de una farmacia. Escribiéndoles darán informes.

— En esta estación los farmacéuticos siempre acaparan existencias de polvos de talco, y una de las preparaciones de esta clase que mayor satisfacción han dado al público es el Talco Boratado de Mennen.

METROGLICERINA. — Consiste en una solución estéril de casi 10 por ciento de glicerina neutra y 2 por ciento de gelatina con adición de antisépticos para hacer la solución bactericida. Tiene por objeto sustituir al cornezuelo de centeno para producir contracciones uterinas.

MICROSOL. — Pasta antiséptica de un color azul verdusco compuesta de los siguientes ingredientes: sulfato fenol de cobre 10 partes; sulfato de cobre, 75 partes; ácido sulfúrico, 2.3 partes; agua, 12 partes. Este compuesto se asemeja á la antigermina, de que se ha hablado.

— John W. Masury & Son, de Nueva York y Chicago, acreditados fabricantes de pinturas y barnices superiores, tienen un número de especialidades muy convenientes á aquellos droguistas que comercian en pinturas. El nombre de la casa es una garantía en todo el mundo.

— La American Can Company fabrica un hermoso renglón de artículos de hojalata para farmacias. Cuentan con un superior surtido de cajas de diferentes estilos bajo los nombres de Miller, Taite, Gill y Norton. Los principales tratantes en el ramo tienen existencias de esos artículos.

— En todas las farmacias se hallarán de venta los Amargos Sulfurosos del Dr. Kaufmann. Son especialmente apropiados para la curación de enfermedades de la sangre, riñones é hígado, y todas aquellas peculiares de los climas cálidos y tiempo caliente. Los propietarios de esos amargos son A. P. Ordway Co., de Nueva York.

— Los farmacéuticos y químicos han de quedar muy satisfechos con el Delantal de Resorte Universal de Moore. Guarda la ropa de toda suciedad y puede ponerse ó quitarse al instante. El precio de este artículo es de 75 centavos. Pídase la circular, mencionando el AMERICAN DRUGGIST. Los fabricantes son E. C. Moore & Son, de Detroit.

— El peróxido hidrógeno de la American Peroxide & Chemical Company no es explosivo, se conserva bien, no lo afecta el tiempo ni la temperatura, y su acidez es menor que la de otro peróxido. El precio es también satisfactorio. Para más pormenores puede escribirse á los fabricantes No. 88 Maiden Lane, Nueva York, mencionando el AMERICAN DRUGGIST.

— Cuando se tenga en vista montar las instalaciones de una nueva botica ó alterar las antiguas, les habrá de tener cuenta á los propietarios dirigirse en demanda de informes á la Atlanta Show Case Company, que tienen un gran surtido de vitrinas y cajas de vidrio, y que por su larga experiencia en el ramo producen artículos de primera á precios baratos. Pídase su catálogo ilustrado.

— El Colorante Mágico para el Cabello de Haber, es una preparación de naturaleza puramente vegetal, una tintura de yerbas y raíces sin azúcar de plomo, azufre ú otras materias químicas. Se anuncia como inofensivo en absoluto y produce un hermoso color en el cabello. Tiene mucha salida. El fabricante A. F. Haber se halla en el No. 211 East Broadway, Nueva York.

— Las Cápsulas de Caldo Anker, que prepara la Royal Specialty Company de Nueva York, son realmente una verdadera especialidad. Hacen un caldo delicioso en un minuto ó dos, sopa ó papilla, con sólo poner una cápsula en agua. Se empaquetan diez en una caja, y tienen fácil salida.

BATERÍAS MÉDICAS. — Los aparatos electro-terapéuticos cuéntanse entre los artículos que legítimamente tiene para vender todo farmacéutico. En efecto, la facultad médica vuelve naturalmente los ojos al farmacéutico para que le proporcione baterías galvánicas farádicas, y por consiguiente necesario es que tenga existencia de ellas, cuando menos un surtido regular y máquinas, estáticas, etc. Además existe realmente demanda para baterías farádicas, no esas máquinas que remedan jugüetes que algunos fabricantes han colocado en el mercado bajo el nombre de «baterías baratas», sino de aquellos aparatos hechos de buenos materiales y cuyos precios son acomodados. Un aparato precisamente de esta clase fabricado por la McIntosh Battery and Optical Co., del No. 39 West Randolph Street, Chicago. Esta máquina no tiene por objeto tomar el puesto de la pila que usan los médicos, sino para prestar servicio en las familias, ó sea para uso doméstico. Esa casa, en su catálogo ilustrado, se hallarán descritas una variedad de máquinas estáticas, carretes para rayos X, tableros de desviación de corriente, pilas, baterías, electrodos, contadores, transformadores, etc., y otros artículos que hacen la lectura del libro de lo más interesante, particularmente para aquellos que tratan en esos aparatos.

Los precios cotizados para las baterías McIntosh son convenientes. Cuanto á la calidad y mérito de los artículos fabricados por esa casa, no necesitan de nosotros recomendación alguna, pues su excelencia ya es conocida y apreciada, tanto en la mano de obra como en la afinación. En vista de la fama de que goza en el ramo la McIntosh Battery and Optical Co., los farmacéuticos y cuantos se ocupen en pilas médicas harán bien en procurarse un catálogo antes de colocar sus pedidos.

OFERTA DE UN PERFUMISTA AMERICANO. — Todo el comercio droguista debiera interesarse en la oferta especial que hace la Theo Ricksecker Company del No. 74 de Reade Street, Nueva York, en esta edición. Esta oferta envuelve una suma comparativamente pequeña de dinero, y consigue un surtido de mercaderías, las cuales, se verá, poseen notablemente marcadas, cualidades de venta atractivas para los compradores. No hay probablemente en el mundo otro ramo de paquetes tan artísticos como este; y el hecho de que el negocio de la Compañía Ricksecker crece rápidamente cada año es evidencia de la superioridad de las mercaderías por sí.

El adagio de llevar carbón á Newcastle ha sido desmentido redondamente en el caso de la Compañía Ricksecker, pues está ahora vendiendo perfumería tanto en París y Londres como también en Africa del Sur, Australia, la India y el Oriente. El éxito que ha coronado esta invasión en los mercados extranjeros, ha sido debido primeramente á la apariencia atractiva del ramo, y en segundo lugar, al empleo ingenioso de ingredientes y combinaciones de antaño, resultantes en olores de la más delicada originalidad y carácter moderno. El ramo apela fuertemente á la mejor clase. Los perfumes de Ricksecker se venden al consumo de la mejor sociedad en América, la Gran Bretaña y Europa, á la exclusión, en muchos casos, de todas las demás plazas americanas.

Tiempo fué en que el término medio, de compradores de perfumería insistía en algo hecho en París ó Londres, pero un cambio radical está teniendo lugar, y perfumes de origen americano gozan de preferencia. Entre los fabricantes de perfumes americanos, la Compañía Ricksecker, con facilidad marcha á la cabeza, en popularidad.

A nuestros lectores recomendamos especialmente aprovechen esta oferta especial que hayarán en otra parte de esta edición.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 12 DE OCTUBRE DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

CASWELL A. MAYO, Ph. G. *Director*

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LA OCTAVA REVISION DECENAL DE LA FARMACOPEA DE LOS ESTADOS UNIDOS

EN un artículo de redacción publicado en nuestra edición de septiembre 14, hacíamos algunos comentarios acerca de la tardanza en publicar la Farmacopea de los Estados Unidos, que han motivado una réplica del profesor Joseph P. Remington, de Filadelfia, presidente de la comisión revisora, de la que publicamos á continuación los principales párrafos:

«No es probable que el libro vea la luz este año. Ahora se está copiando el manuscrito; pero todavía no hay pruebas de galeras, y á la verdad que toma mucho tiempo para imprimir un libro de esta naturaleza. Están ocupados treinta y cinco correctores de pruebas, algunos de los cuales viven á 1,000 millas de distancia del impresor, y el trabajo que desempeñan es ímprobo, pues precisa excluir todo error con sumo cuidado.

» El presidente de la comisión revisora recibe muchas solicitudes pidiendo informes y pormenores del libro. Para contestar todas las cartas y dar los informes que se piden, ocuparía toda la atención de un hombre solamente; pero el presidente cree natural la ansiedad del público. Publicar la obra á pedazos en los periódicos farmacéuticos y médicos afectaría su autoridad y dificultaría el trabajo por tener que ir introduciendo cambios, enmiendas y excluir productos constantemente. Esta ha sido la experiencia del autor en las dos revisiones previas. No hay deseo de privar al público de ningún informe que sea exacto y satisfactorio; por otra parte se han buscado informes de fabricantes, expertos y aquellos hombres entendidos que razonablemente pudieran ayudar á la comisión en su responsable tarea.

» Ha mencionado usted en el editorial á que me refiero, que una de las causas de la dilación era el fallecimiento del distinguido presidente, Dr. Rice, lo que es cierto, pero además han fenecido el Dr. E. R. Squibb, Wm. G. Thompson, presidente del Board of Trustees, el Dr. W. M. Mew, tesorero y perito ensayador, el Dr. George W. Sloan y el Dr. Walter Reed, distinguido bacteriólogo y presidente de la comisión de antitoxina diftérica. No obstante estas pérdidas, pues los fallecidos eran todos colaboradores, la Comisión no desea evadir responsabilidad ni dar excusas, y á menos de que no ocurra algo inesperado, la demora en publicar el libro no excederá seis meses; y cuando se tiene en cuenta el número de drogas nuevas y alteraciones necesarias, se habrá de admitir que la actual comisión no se encontrará atrás de sus predecesoras en actividad, habilidad ó celo.»

En vista de la confusión nacida de la designación de «Farmacopea de 1900», el *New York Medical Journal* ha propuesto que se reúna una asamblea para autorizar á la Comisión para cambiar el nombre decenal y agregarle la fecha en que se publique, ó sea «Farmacopea de 1903», pues si bien la obra ha sido preparada de conformidad con las instrucciones formuladas por la asamblea de 1890, no verá la luz hasta 1903.

Nos parece que estas indicaciones son muy apropiadas y pueden adoptarse, pues si bien es cierto que aquellos interesados en las revisiones farmacopéicas están impuestos de los hechos y comprenden las razones que motivaron la adopción del presente método de designar la farmacopea por décadas, muchos farmacéuticos y médicos no las conocen. Por otra parte, ya es tiempo que se haga un esfuerzo para revisar la farmacopea más frecuentemente que cada diez años, y caso de no ser esto posible, publicar suplementos, como se acostumbra en los países europeos, y especificarlo para evitar errores.

Recolección del Aceite de Palma

El aceite de palma del pericarpio obtiéndose por el siguiente método que no deja de ser primitivo: llénase un caldero grande con la fruta cubriéndola con suficiente agua, y se hace hervir por espacio de una hora y media á dos horas, cuando el pericarpio se afloja y puede desprenderse fácilmente de las semillas y prensarse; sácase entonces el agua y échase la fruta en una caldera donde se machaca con un pilón; después de lo cual comprímese la masa con las manos sacándole todo el aceite posible; el residuo se mezcla con agua y vuélvese á comprimir, separándose las semillas de la pulpa. El líquido primeramente prensado se pone á un lado, y se separa el segundo hasta que sube una espuma amarilla que es el aceite; éste se espuma, se calienta y

añádese al primer líquido. El residuo de pulpa, que naturalmente contiene una buena cantidad de aceite, se echa, con lo que se está dicho piérdese mucho aceite. Calcúlase, en efecto, que sólo se obtiene una tercera parte del aceite del pericarpo. Las semillas se cascan, sepáranse las pepitas y expórtanse á Europa, donde se prensa el aceite de ellas y se saca de un 45 á 50 por ciento. En la variedad de frutas de Togo, Fendler-Steglitz halló de 14.4 á 16.2 por ciento de aceite de palma y 7.2 á 12 por ciento de pepita mientras que Strunk halló en la variedad Liscombe de los Cameroons, 44.4 y 6.15 por ciento respectivamente. Si la fruta se amontona, el aceite se descompone rápidamente en glicerina y ácidos grasos libres por efecto de los enzimas lipolíticos presentes. Fendler-Steglitz sugiere, si no sería ventajoso inducir la descomposición y ahorrarse el trabajo y gasto necesarios de impulsarla en la manufactura de bujías.

MANERA DE HACER LAS CAPSULAS SOLUBLES ELASTICAS

Por CUVIER R. MARSHALL, A. M. M. D.

Las cápsulas solubles elásticas cuéntanse entre los más nuevos inventos en el campo de la confección farmacéutica, é indudablemente pocos serán los farmacéuticos que no se interesen por saber cómo se manufacturan y llenan.

Las cápsulas elásticas solubles se hacen prácticamente á mano. La composición cual gelatina, primeramente se derrite en un baño-maría á una temperatura de cosa de 40° C., por medio de un serpentín de vapor. Después se surgen por unos momentos en el líquido moldes de latón pulimentados en extremo y fijos á una barra de madera, á los cuales se adhiere una telilla del líquido. Los moldes se sacan de la solución con cuidado para evitar la acumulación excesiva del fluido y la formación de ampollitas, y la barra se coloca en el extremo superior de la muesca formada por la periferia de las ruedas y la armazón del aparato enfrente del operario. No estará demás añadir que los cabos de la barra son redondos y se adaptan holgadamente á la muesca. Como las ruedas revuelven hacia el operario, la barra descendente atraviesa la muesca volteando los moldes una y otra vez, y permitiendo así que la película de gelatina se asiente por igual en la superficie de los moldes. La barra pasa hacia atrás del extremo inferior de la muesca á una vía horizontal, de donde la toma una joven quien con dedos listos saca la cápsulas de los moldes sin causar daño ó pérdida de tiempo. Después procede recortar los cuellos de las cápsulas y se hallan en estado de llenarse. Para este objeto primeramente se disponen derechas en un soporte de madera que se coloca debajo de un vaso de metal de forma de un colador terminando en un pitón con una llave de retén. El operario llena las cápsulas dando la vuelta á la llave, y permite que un chorro fino del líquido fluya dentro de la cápsula, cuidando de que no rebosen, pues impediría sellarlas.

Tan aprisa como las cápsulas se llenan se pasan á los operarios para sellarlas, empleando al efecto una gota de la composición derretida, de que están hechas las cápsulas, y aplicándola con una varilla de vidrio. En la misma posición se desecan, y luego se prueban por si hubiesen algún escape ú otro defecto, y en caso contrario se embarcan.

Las cápsulas solubles elásticas se emplean principalmente en la administración de aceites ó mixturas oleo-

ginasas. Por causa de su libre solubilidad en el agua no pueden utilizarse para encerrar soluciones acuosas. El material de que se compone la cáscara es una mezcla de gelatina y glicerina en proporciones variables, según la cantidad de la gelatina y el grado de pureza de la glicerina. Sólo pueden emplearse la más pura y más fina gelatina francesa neutra, y glicerina químicamente pura, y por esta razón las cápsulas habrán de ser muy solubles y flexibles cual cristal transparente, y no obstante nada frágil. En efecto, es notable hasta donde pueden resistir las cápsulas hechas convenientemente el manoseo del comercio.

Determinación del Formaldehido

Carl Wallnitz publica en el *Deutsch. Gerberztg.* la relación de un experimento acerca de las ventajas relativas de los métodos publicados para determinar el formaldehido en las soluciones comerciales de esa substancia, y recomienda como de más confianza los métodos Blank-Finkbereiner y Romiju con las modificaciones que se sugieren más abajo. En el primero mencionado la acción del peróxido hidrógeno debería permitirse continuar por media hora, y no de tres á diez minutos, como se recomendaba antes. En el último, no menos de 70° c. c. de una solución de yodo No. 5 debería añadirse á 5 c. c. de una solución conteniendo sobre 2 por ciento de formaldehido, permitiendo que la oxidación se verifique á lo menos durante diez minutos. En el método de la urotropina, en que se añade una cantidad excesiva de amoníaco, la mezcla se pone en reposo dos ó tres horas; determinándose el exceso de amoníaco por titración con ácido, da por resultado 0.4 por ciento más bajo que los dos métodos citados arriba. El método de Legler da igualmente resultados más bajos, con la circunstancia de que la indicación de color en la titración, como acontece con el método de urotropina no es tan acentuado. El método de plata por Vanino da también resultados demasiado bajos. El método Schiff da buenos resultados, pero con las modificaciones siguientes: la solución potásica debería añadirse en la cantidad de 50 c. c. N_2KOH , y antes de volverse á titrar con ácido sulfúrico N_2 , permitirla reposar tres horas á temperaturas ordinarias, ó una hora y media á 50° C. Aún entonces el cambio de color es muy vivo. — *Chem. Ztg. Rep.* 1903, 85.

Arsenito de Cobre

El cobre y el arsénico se combinan con facilidad, según A. Granger, cuando el último en la forma de vapor se pone en contacto con el metal calentado. Cuando la operación se lleva á cabo con vapor de azufre á 440° C. el arsenito cristaliza en la forma de romboedros pequeños del sistema cúbico. Toma entonces el aspecto de un polvo metálico de color acero gris con un tinte azulado. Es el mismo cuerpo que se forma al hacerse la prueba Reish tan fácil como estas condiciones el compuesto es amorfo para este arsenito es Cu_3As_2 . También el mismo cuerpo á temperaturas más altas que el azufre hirviendo si el vapor arsenioso existe en exceso. Cuando no se forma el arsenito amorfo el cobre con el fósforo Cu_3P_2 da un arsenito al descrito arriba, pero sólo se forma á temperatura alta; á temperaturas bajas da el fosfito Cu_3P . Comp. rend., 136, 1

INCOMPATIBILIDADES DE ALGUNOS DE LOS REMEDIOS SINTÉTICOS *

Por EDSSEL A. RUDDIMANN, Nashville (Tenn.)

AUGURIN

EL Augurín es soluble en agua sin dificultad; pero no tan fácilmente en alcohol frío. La solución es fuertemente alcalina en el papel de tornasol.

Con la adición de ácido hidroclicó a una disolución acuosa de augurín, no produce un precipitado inmediatamente. Una solución acuosa diluída da un precipitado gelatinoso blanco-azulado, con nitrato de plata, que es soluble en amoníaco, pero no en alcohol. La plata no se reduce estando en reposo por varias horas. Con sulfato de cobre da un precipitado azul. El tártaro emético, con una buena cantidad de augurín, rinde un precipitado blanco. El acetato de plomo y el cloruro de cadmio dan precipitados. Con cloruro mercurioso, sulfato magnésico, cloruro de bario ó cloruro de platino no da un precipitado inmediatamente, sino después de reposar. Cloruro férrico con augurín en cantidad excesiva, da un precipitado rojo oscuro. Tintura de iodo en cantidad causa de momento poca ó ninguna precipitación; pero si hay exceso de augurín se descolora el iodo, sobreviniendo una masa gelatinosa amarilla ó líquido espeso que se aclara lentamente y deposita un precipitado blanco. El dióxido de carbono produce un precipitado blanco. Una solución acuosa de augurín ennegrece los calomelanos desde luego. Hasta cierto punto reduce el permanganato potásico. No precipita fácilmente con el reactivo Mayer. Precipita soluciones de muchas sales alcaloides. Muchos de estos precipitados débense á la alcalinidad del compuesto, y pueden impedirse neutralizando primeramente la alcalinidad. Frotado con hidrato cloral, ácido carbólico ó piperazín da una masa.

ALUMNOL

El alumnol es soluble fácilmente en agua, pero escasamente en alcohol. La solución es decididamente ácida en el papel de tornasol. Añadiendo amoníaco á una solución acuosa da un precipitado blanco que se disuelve en amoníaco en cantidad, produciendo fluorescencia azul. El hidróxido de potasio obra cual el amoníaco. El carbonato amónico ó el sódico depositan un precipitado blanco. Con cloruro férrico, el alumnol da un color azul subido. No causa precipitados con el acetato de plomo, el nitrato de plata, el mercurioso, el cloruro bórico, el ioduro mercúrico ó tintura de iodo. Precipita la albúmina, el precipitado soluble en albúmina en cantidad.

AMMONOL

Ammonol es un polvo blanco, una parte del , soluble en agua fría, y una parte insoluble; soluble en agua caliente, pero no enteramente soluble

en alcohol aún en ebullición. Es alcalino en el papel de tornasol, y cuando hace poco que se ha abierto la botella, despiden un olor cual amoníaco. Si se sacude con agua y después se filtra, el filtrado precipita soluciones de acetato de plomo, cloruro de bario, sulfato de cobre, nitrato de plata, alumbre y cloruro férrico, siendo solubles los precipitados al añadirles ácidos. Este precipitado despiden el olor de amoníaco cuando se calienta con potasio ó hidróxido sódico. Los ácidos no causan efervescencia. Probablemente contiene carbonato de amonio. La mayoría de las precipitaciones débense á la alcalinidad y pueden dominarse por medio de la neutralización. Cuando se frota seco con resorcina, timol, ácido carbólico ó hidrato cloral da masa ó líquido. No reduce apenas el permanganato potásico.

DIURETIN

El diuretín es soluble sin dificultad en agua; pero no lo es tan fácil en alcohol frío, aunque lo es algo más en alcohol caliente. Es fuertemente alcalino en el papel de tornasol. La adición de ácidos á una solución acuosa causa una precipitación, probablemente de teobromina y ácido salicílico. Aun el dióxido de carbono da un precipitado. Cuando se añade una solución de diuretín á una solución de sulfato de cobre, resulta una solución verde si hay cobre en exceso; pero si el exceso es de diuretín el precipitado es verde. El nitrato de plata deposita un precipitado gelatinoso blanco, soluble en hidróxido de amonio. Los calomelanos quedan ennegrecidos de repente con una disolución de diuretín. El cloruro mercurioso da lentamente un precipitado blanco. El diuretín da un color violeta con una tintura ó una solución de cloruro férrico, si hay cantidad excesiva de hierro; pero rojo si el diuretín está en exceso. El hierro no se precipita en uno ú otro caso. Precipita soluciones de alumbre y acetato de plomo. El carbonato amónico, el fosfato sódico ó el bórax depositan lentamente un precipitado con soluciones de diuretín; pero el hidróxido amónico, el hidróxido potásico ó el reactivo de Mayer no dan lugar á ningún cambio aparente. La tintura de iodo queda descolorida al principio; pero si se añade con exceso rinde un precipitado. El diuretín precipita soluciones acuosas de sales alcaloides. Cuando el diuretín se tritura seco con hidrato cloral ó ácido carbólico da una masa blanda.

EUROFENO

El eurofeno es insoluble en agua, pero soluble en alcohol, glicerina y aceites fijos. El color y la luz tienden á liberar el iodo, particularmente en solución. La solución en aceite es de eficacia dudosa, desde que el iodo liberado lentamente se combina con el aceite. No es conveniente prescribirlo con óxidos metálicos ó sales que tienen fuerte afinidad con el iodo.

HEROIN

El heroín es apenas soluble en agua, pero soluble en alcohol, cloroformo, bencina; no es tan fácilmente

soluble en éter y todavía menos en alcohol amílico. Mezclado con agua produce una reacción alcalina en el papel de tornasol. Se combina con ácidos para formar compuestos solubles. Obra muy parecido á los alcaloides.

El hidrociorato de heroin es muy soluble en agua; es la sal que se emplea más comunmente. Los hidratos alcalinos ó sales lo precipitan de una solución acuosa, pero las sales neutras ó ácidos generalmente no la hacen. La tintura de iodo, ó una solución acuosa de iodo con iodo potásico, deposita un precipitado obscuro. El iodo mercurico potásico da un precipitado blanco. Las soluciones diluidas de hidrociorato de heroin con cloruro mercurioso, no rinden precipitados, pero una solución concentrada excesiva de cloruro de mercurio produce un precipitado blanco. De soluciones no demasiado diluidas es precipitado por los cloruros de oro y platino. El heroin disminuye la fluorescencia que da la quinina con ácido sulfúrico diluido. Interviene en la prueba de dicromato por la estricnina cuando está presente en una cantidad considerable. El hidrociorato de heroin, y también el heroin libre, reducen el permanganato potásico. El ácido nítrico pronuce un amarillo ligero, que se cambia á verde estando en reposo, y con más rapidez si se calienta.

ICTIOL.

El ictiol es miscible con agua ó glicerina precipitado por fuerte alcohol; neutro ó ligeramente ácido en el papel de tornasol. Lo precipitan el cloruro férrico, el sulfato ferroso, el acetato de plomo, el sulfato de cobre, alumbre, sulfato de cinc, cloruro de bario, cloruro de calcio, sulfato magnésico; probablemente como sulfocitratos de los metales. En solución diluida no lo precipita el cloruro mercurico, tártaro emético, ioduro de potasio ó fosfato de sodio. Cloruro amónico, carbonato sódico dan turbiedades. Los ácidos combinan con el amonio precipitando el ácido ictiosulfónico. El nitrato de plata da un precipitado lentamente. El ictiol se descompone por los hidratos álcalis ó carbonatos liberando el amoniaco. Precipita alcaloides de disoluciones de sus sales formando masas pegajosas.

HIDROCLORATO FENOCOLL

El hidrociorato fenocoll es soluble en agua. De soluciones acuosas no demasiado diluidas lo precipita lentamente el amoniaco, carbonato amónico y carbonato sódico; el precipitado puede depositarse en cristales planos que refractan luz; pero generalmente en reposo el precipitado se vuelve de color pardusco y amorfo. El cloruro mercurico da lentamente un tenue precipitado blanco. Una disolución de cloruro férrico da un precipitado rojo obscuro que se vuelve de color amarillo pardusco en reposo; el precipitado es soluble en alcohol. La tintura de cloruro férrico da una solución de un rojo muy subido que se vuelve verde pardusco en algunos minutos, despidiendo algunas ampo-

llitas de gas. El nitrato de plata no da lugar á un precipitado inmediatamente, pero es reducido y depositase en los lados del vaso en algunos minutos. El cloruro de oro da un precipitado pardusco de momento el que se vuelve de un color negrusco. Los cloruros de platino sueltan un precipitado verde. La tintura de iodo en cantidad da un precipitado obscuro que se redisuelve en una cantidad crecida de fenocoll y el iodo se descolora. El piperacín da algunas veces un precipitado probablemente á la alcalinidad del piperacín mismo.

PIPERACIN

El piperacín es higroscópico, soluble en agua y alcohol, fuertemente alcalino en el papel de tornasol. En una disolución acuosa da un precipitado obscuro con cloruro férrico, verde con sulfato ferroso, blanco ó casi blanco con cloruro de estaño, cloruro mercurioso, tártaro emético, cloruro de oro, cloruro de bario ó cloruro mercurioso potásico. El nitrato de plata y el cloruro de platino dan precipitados. El ácido tánico deposita un precipitado blanco que se disuelve en el piperacín en cantidad produciendo un color purpurino; añadiendo más ácido da un precipitado permanente, y con algo más lo disuelve sin más color que el que da el ácido: si las disoluciones son diluidas ó flojas, puede que no resulte la precipitación, pero existe cambio de color. El piperacín precipita muchos alcaloides de disoluciones de sus sales. Muchos de los precipitados mencionados arriba débense á la alcalinidad y no ocurrirán si primeramente se neutraliza el piperacín. La tintura de iodo deposita un precipitado casi blanco. El permanganato potásico es reducido. Forma liquido ó masa cuando se tritura con acetanilida, antipirina, fenol hidrato cloral ó fenacetina.

PROTARGOL

El protargol es soluble en agua, casi insoluble en alcohol ligeramente alcalino en el papel tornasol. En solución acuosa de precipitados con acetato de plomo, sulfato de cinc, nitrato de plata, alumbre, cloruro férrico, cloruro mercurioso, ácido hidroclórico diluido, ácido cético diluido ó disulfato de quinina. No deposita precipitado alguno con el reactivo Mayer. Descolora el perganmanato de potasio. No da precipitado con cloruro de sodio ó de amonio, ó albúmina.

SALOFENO

El salofeno es casi insoluble en agua caliente ó fría, algo soluble en alcohol ó éter ó cloroformo. La solución alcohólica da un color violeta con tintura de cloruro férrico si el salofeno se halla siva; pero si hay exceso de hierro, p rojo-oscuro; si la solución del salofe antemano y se mezcla luego con el inmediatamente. Dicese que el salofe ponen los fluidos alcalinos de los intest: xido de potasio añade su solución descomponiéndola.

NOTAS FARMACEUTICAS

FERISSOL.—(*Rev. de Therap.*, *LXIX*, Núm. 9). Es una substancia derivada del ácido cinámico y guayacol. Preséntase en la forma de polvos y es muy soluble en agua. La dosis interna es de 15 grn., una á tres veces al día. Intramuscularmente se inyecta en la forma de una solución al 10 por ciento: 15 mínimas la dosis. Esta puede aumentarse hasta 45 mín. al día.

RODAGENA.—Un régimen de leche de cabra, de animales cuyas glándulas tiroides han sido extirpadas, es uno de los remedios más eficaces para tratar la enfermedad de Basedow (*Pharm. Central*). Para prevenir las náuseas, resultado de este tratamiento, se hace un preparado llamado rodagena, conteniendo los constituyentes sólidos de esta leche de cabra especial y una cantidad igual de lactosa. Adminístrase en dosis diarias de 75 á 150 gramos, y dícese poseer todas las propiedades terapéuticas de la leche, sin causar trastornos en el estómago.

APLICACIONES DE GUAYACOL EN EL BOCIO.—Durante una reciente epidemia de papera, el Dr. M. Ragazzi, de Varignanao (Italia) (*Sem. Med.* XXIII, No. 18) empleó un ungüento compuesto de 1 parte de guayacol y 10 partes respectivamente de petrolatum y lanum, el cual aplicó dos veces al día sobre la región parótida, cubriéndola después con tela de gutta-percha y un vendaje ligeramente compresivo. En los ocho casos que tuvo á su cargo disminuyó el dolor á la primera aplicación, cesando enteramente después de la segunda ó tercera unción; la hinchazón desapareció también rápidamente, acortándose el tiempo que dura la afección sin observar ningún efecto perjudicial, local ó general.

YODURO POTASICO EN LAS JAQUECAS.—El Dr. J. R. Clemens, de St. Louis (Mo.) (*Ther. Gazette*, XXVII, No. 5) ha estado prescribiendo regularmente yoduro potásico en casos de hemicránea, obteniendo muy satisfactorios resultados. Anuncia que con la administración de esta droga, á razón de 5 á 10 gr. tres veces al día, el dolor decreció rápidamente en intensidad y en frecuencia, y después de un curso de dos ó tres semanas con el yoduro, desapareció en absoluto. Añade que no ha dado aún con ningún caso desde que empezó á administrar el yoduro de potasio, que no haya sido curado enteramente.

EL GUSTO AMARGO DE LA QUININA.—Para administrar quinina á los niños. Borge (*L'Union Pharm.* XLIV, pág. 223) tiene en suspensión quinina en aceite de olivas, triturando sulfato de quinina 1, con aceite 8, en un mortero. Se colocan en el centro de una cucharada medio llena de leche endulzada, veinte gotas de esta mixtura, equivalente á $\frac{1}{2}$ de grano de sulfato de quinina, y se toma de este modo. Si entonces se traga un poco de líquido no se hallará gusto amargo perceptible; aunque no se tome el líquido, el gusto amargo es perceptible.

ALIBROMINA.—La salibromina conocida químicamente por ácido bromosalicílico metilester $C_6H_5CO_2CH_3.OH$, descíbese en el (*Bull. d. Scienc.armacol.*, 1903, No. 6) como unos polvos blancos, sosos, insípidos y de un olor apenas perceptible. Es soluble en agua y ácidos, pero soluble en álcalis, y puede contener 44.5 por ciento de ácido salicílico, 1.6 por ciento de bromina combinada orgánicamente. La alibromina tiene la fama de poseer propiedades

antisépticas, antipiréticas y antireumáticas, y está indicada en casos donde el ácido salicílico y el bromo son requeridos usualmente. Adminístrase en dosis de 0.5 grm., 4 á 10 veces al día.

UN NUEVO ANESTESICO LOCAL.—El Dr. Raymond, de Turin, y el Dr. Magnani, de Smyrna, dicen que 1 por ciento de una solución acuosa de yohimbina instilada en el saco conjuntival produce algún dolor, pero que al cabo de un minuto la conjuntiva bulbar es insensible, y después de cinco minutos sobreviene la anestesia de la córnea que es completa á los diez minutos. La anestesia dura cosa de media hora, después de lo cual la sensibilidad vuelve gradualmente. Al cabo de una hora el estado es normal. Transcurridos algunos minutos se presenta una dilatación vascular que dura más de dos horas. Los movimientos de la pupila aparecen pesados, quizás con motivo de la congestión del iris. La principal ventaja de esta droga estriba en que la anestesia no va acompañada de modificaciones del diámetro de la pupila.—*Recueil d'Ophthalmologie*.

ICTIOL Y ACEITE DE HÍGADO DE BACALAO.—Cuando se mezcla el ictiol con el aceite de hígado de bacalao, no tarda en separarse y adherirse firmemente á los lados de los vasos. Gautier (*West Drugg.* XXIV, p. 388), vence esta contrariedad de la manera como se expresa más abajo; aunque la conveniencia de adoptar tal expediente, excepto con el consentimiento del que prescribe, parece cuestionable. Este es el procedimiento: Pésese en el tubo 50 grm. de agua de cal, y luego—tomando una prescripción específica como ejemplo—16 grm. de ictiol; sacúdase bien é incorpórese gradualmente, agitando constantemente, 1000 c. c. de aceite de hígado de bacalao. Si bien en este caso se separará el ictiol, se reincorpora fácilmente sacudiendo al efecto.

EL MENTOL COMO PRELIMINAR DE LA ANESTESIA.—La mentolización de la mucosa de las vías aéreas antes, durante y después de la eterización, ha dado al Dr. W. A. Briggs (*Amer. Med.*, abril 26 de 1902) tal satisfacción, que se ha creído obligado á someter su método á la facultad, y el cual es como sigue: Se rocía el cono con una drac. fluida de aceite de menta piperita ó de una disolución de mentol saturada con alcohol; déjese al paciente que aspire libremente de la misma por tres minutos; luego satúrese el cono con éter y acérquese gradualmente al rostro; después de algunas inhalaciones completas, apriétese el cono bien y actívese la eterización tan rápidamente como posible, siempre que esté á salvo el paciente; continúese empleando el cono mentolizado durante todo el período de la anestesia rellenándolo de éter como de ordinario. Después de la operación se permitirá al paciente inhalar libremente y á menudo aceite de menta piperita ó mentol de un pañuelo hasta que cese la tendencia á las náuseas.

MODO DE PROBAR LA MIEL.—Todas las mieles naturales contienen albúmina, mientras que las artificiales no contienen ninguna (*Pharm. Jour.*, No. 1671, pág. 19). Para averiguar la presencia de aquel constituyente, se disuelven 3 grm. de miel en 6 grm. de agua destilada filtrada, acidulada con ácido acético y mezclada con un volumen igual de solución saturada de Na_2SO_4 ó de $NaCl$. La mezcla se calienta hasta hervir, lo que hace coagular la albúmina, dejando el líquido, que era de color de ópalo antes de la ebullición, muy claro. En la miel adulterada con glucosa ó jarabe, sólo hallan huellas de albúmina. En melote y

zumo de zanahoria empleados á veces como adulterantes, no dan reacción para albúmina. Pero desde que á veces se añade albúmina á estas mieles adulteradas, convendrá tener en cuenta la manera como obra la miel-albúmina que la hace distinguir de la albúmina de huevo ó sangre. La albúmina precipitada obtenida en la prueba anterior se recoge, lava y mezcla con una crecida cantidad de ácido acético y se calienta; debería rendir una disolución clara mientras está caliente, y ponerse turbia al enfriarse, y aclararse nuevamente con el aditamento de unas cuantas gotas de CHCl_3 . Al filtrado de la albúmina precipitada se añaden unas gotas de amoníaco, lo que dará por resultado un precipitado floculento.

ACEITES EFERVESCENTES CARBONATADOS.—Karl Dieterich (*West. Drugg.*, XXIV, pág. 32) ha obtenido un privilegio para la impregnación de aceites con dióxido de carbono con objeto de enmascarar su gusto desagradable, y ha presentado de esta manera aceite de hígado de bacalao carbonatado, aceites fosforatados y aceite de ricino. Afírmase que estas preparaciones han dado mucha satisfacción, porque, á parte de tener disfrazado completamente el gusto, tanto que hasta los niños las toman sin dificultad, su estabilidad está considerablemente aumentada. Parece que el gas se mantiene firmemente en la disolución con el aceite, y sólo empieza á ser lentamente liberado cuando se agita. De esta manera el dióxido de carbono se libera á medida que se toma en la boca el aceite, y hace una impresión sobre los nervios del gusto. En el aceite de ricino, por su viscosidad, fué necesario hacer una añadidura consistente en 20 por ciento de aceite de almendras y 5 por ciento de alcohol, de modo que la preparación contiene 75 por ciento de aceite de ricino; con todo, tomando en consideración la acción laxante del aceite de almendras, y el estímulo del alcohol, el Dr. Aufrecht sostiene que el compuesto es igual á un 95 por ciento de aceite de ricino.

ENSAYO CON LAS NUECES DE KOLA Y EL EXTRACTO FLUIDO DE KOLA.—J. Warin ha descubierto (*Pharm. Jour.*, No. 1671, pág. 19) que es esencial en la determinación del total de alcaloide de la nuez de kola y de su preparación, permitir á la tierra alcalina empleada (cal ó magnesia) el tiempo suficiente en estado húmedo para liberar enteramente las bases orgánicas antes de extraer con el cloroformo. En este concepto modifica de la siguiente manera el proceso del análisis: *Extracto fluido de kola.*—Se calientan 15 gramos del líquido al baño-maría hasta excluir todo el alcohol, cuando se tritura el residuo con magnesia calcinada, 10 grm., y agua 2 grm., permitiéndole reposar por algún tiempo. La masa húmeda se traspasa entonces á un frasco de la cabida de 200 c.c., con boca ancha. Luego se añaden 150 grm. de CHCl_3 , pesando antes el frasco y contenido; verificado lo cual se introduce un tubo derecho de condensar; hiérvese el cloroformo en el baño-maría por espacio de cuarenta y cinco minutos; luego se enfía la mixtura y toda pérdida de peso se compensa con la adición de más cloroformo. Filtranse entonces 100 grm. del líquido (=10 grm. extracto fluido original), el disolvente se destila ó evapora, secando el residuo á un peso constante, y se pesa como alcaloide total. *Kola pulverizada.*—Se pesan 15 grm. y tritúranse con magnesia calcinada, 10 grm., y agua, 15 grm. En este estado se trata como se ha descrito para el extracto fluido. El autor prefiere la magnesia á la cal, como está recomendado por Dieterich,

puesto que aunque el rendimiento total de alcaloide obtenido con él es cosa de 0.1 por ciento más bajo en la práctica, no da lugar á ningún golpeo cuando se hierve con cloroformo, y, por otra parte, está siempre á mano en la farmacia en un estado de pureza.

NAFTALINA PARA PICADURAS DE MOSQUITOS.—Se ha mencionado la eficacia de la naftalina— alcanfor de coaltar—para el tratamiento de las picaduras de mosquitos (*Bull. Pharm.* XVI, pág. 256). Puede asegurarse que después de emplear por un mes, en uno de los lugares más infestados de mosquitos, una solución alcohólica de naftalina, que el resultado ha sido poco menos que maravilloso. El dolor y ardor se alivian casi instantáneamente, desapareciendo después de una aplicación la inflamación é hinchazón. Ahí van unos apuntes para aquellos farmacéuticos que viven en regiones donde los mosquitos hacen la vida amarga. Disuélvanse 100 gramos de naftalina en 500 c. c. de alcohol, empleando un calor suave si fuese necesario; ahora añádese agua, revolviendo constantemente la mezcla, en pequeñas cantidades, hasta que la disolución alcohólica se pone algo lechosa; luego se agrega bastante alcohol para hacer 1,000 c. c.; ó añádese 500 c. c. de agua á la disolución alcohólica de naftalina y fíltrese hasta que esté clara. Añádese cosa de una dracma de fluido ó cosa así de aceite de espliego para perfumar la loción y póngase en frascos de 2 onzas para venderse. Se puede cargar por ellos 25 centavos, y una vez que un parroquiano compre y pruebe una loción, querrá siempre tenerla á mano mientras haya mosquitos en la vecindad dispuestos á hacer de él un blanco. Para el efecto deseado bastarán unas cuantas gotas en la parte picada, restregando con el líquido.

JABONES DE YODO.—Herbert Skinner publica la fórmula de varias preparaciones empleadas en el Great Northern Central Hospital. Han sido objeto de especial atención las preparaciones de yodo y las oleicas. La ventaja de una tal preparación sobre las soluciones alcohólicas de yodo estriba en que no manchan, pues aún la mancha de una solución al 20 por ciento se quita con jabón y agua. El autor da la siguiente fórmula:

R Yodi resublimat..... $\frac{1}{2}$ oz.
Acid oleic..... $\frac{1}{2}$ oz. fl.
Alcohol 3 dracmas fl.
Liq. ammon. fort..... 1 dracma fl.

Esto hace una pasta de jabón soluble en todos los líquidos, excepto aceites fijos.

R Yodi resublimat..... 1 oz.
Ac. oleic..... 2 oz. fl.
Liq. ammon. fort..... 3 dracmas fl.
Ol. paraffin. alb..... 20 oz. fl. ad.

Asegúrase que esta fórmula ha casi excluido del todo las soluciones de yodo en el hospital. Pueden todavía obtenerse mejores resultados para uso externo, disolviendo 1 onza de yodo en 5 onzas de alcohol, con 1 onza de solución de oleato amoníaco (he ácido oleico y amoníaco alcohólico). La preparación se hace llegar á 20 onzas con la añadidura de glicerina. La solución de oleato de potasa que emplea Skinner en lugar de jabón blanco como vehículo para el yodo, formalina y medicamentos similares, es usada para preparaciones de yodo, porque la loción se efectúa con demasiada rapidez y el compuesto no toma color. — *Pharmaceutical Journal*

LIMONADA NUTRITIVA PARA ENFERMEDADES FEBRILES Y AGOTANTES. — El Dr. R. W. Seftwich (*Edinb. Med. Journ.*, mayo de 1902), propone una limonada de clara de huevo que se prepara de la siguiente manera: Dos limones, las claras de dos huevos; medio litro de agua hirviendo, azúcar de pilón, según gusto. Los limones deben mondarse dos veces, utilizándose solamente la corteza amarilla y echando la capa blanca. En un jarro de un litro se pone el limón cortado y la piel amarilla, con unos dos terrones de azúcar, y por encima se vierte el agua hirviendo, agitando alguna que otra vez. Cuando haya enfriado á la temperatura en que se toma el té, cuélense los limones y póngase un huevo batiéndolo, y al empezar á agitarse la limonada, añádese lentamente la clara de un huevo; continúe batiéndose dos ó tres minutos más. Estando todavía caliente, cuélese en el filtro de muselina. Sírvasse fría. La clara de huevo comunica cierta blandura á la bebida que hace casi innecesario añadirle azúcar. Esta carencia de dulzura la aprecian mucho los pacientes febriles. Esta limonada constituye una bebida excelente durante el curso de la fiebre tifoidea. Probablemente está contraindicada en la enfermedad de Bright y en la úlcera gástrica.

Tos Ferina

1. Todo caso puede mejorarse, bien modificando la severidad del ataque, bien disminuyendo el número de paroxismos. En muchos casos pueden influirse ambos.

2. Remedios de naturaleza sedativa y aire fresco proporcionan los mejores resultados.

3. Cuando el remedio sea beneficioso sus efectos se harán sentir dentro de 24 á 48 horas.

4. Obtiénense los mejores resultados cuando se preopinan la antipirina y el bromuro en el período culminante del paroxismo.

5. Siendo los remedios de carácter sedativo, pueden los efectos quedar nulos si el caso se prolonga, lo que implicaría un cambio de remedios.

Origen de los Polvos Seidlitz

Parece singular que el origen de la expresión polvos seidlitz esté envuelto en alguna obscuridad. Christeson en su *Dispensatorio* sugirió que seidlitz era una corrupción de Seignette, nombre de un boticario de Rochela que vivió por los años de 1672, pero la similitud de sonido entre los dos nombres es apenas suficiente para justificar la suposición que uno es la corrupción del otro. Hay, por otra parte, en Bohemia un pueblo pequeño que lleva el nombre de Sedlitz ó Seidlitz donde existe un manantial en un tiempo, cual el agua Epsom, que era el origen del sulfato magnesio. Aunque los polvos seidlitz no contienen sulfato de magnesio, no obstante, en las primeras ediciones del Diccionario de Ure se dan como sinónimos de aquella agua.

Morfinismo

Las teorías del Dr. George E. Pettey para combatir el hábito de morfina, parecen dar buen resultado en la práctica. Según ese médico, la patología esencial del morfinismo es una autotoxemia causada principalmente por una congestión del sistema portal. La suspensión súbita de la morfina deja el corazón de la

víctima sin sostén y permite la autointoxicación que se afirma. Esto es lo que produce el colapso y sufrimiento que siguen á la suspensión de la morfina. Recomiéndase el tratamiento siguiente: Para dominar la toxemia se acude á la purgación y baños turcos, y el paciente se soporta con dosis liberales de estricnina. Más tarde, para mitigar algún tanto los sufrimientos de aquél causados por la suspensión súbita de la morfina, se administra hipodérmicamente el hidrobromuro de hioscina (1-150 grano) según el caso requiera. Después de transcurridas treintiseis á cuarentiocho horas, la hioscina no necesita emplearse. Dícese que este tratamiento efectúa la curación del hábito en cuatro días; pero convendrá tener bajo observación al paciente por algún tiempo más.

La Electricidad como Anestésico

Los señores Regnier y Didsbury, de París, (*Sci. Amer.*, LXXXVII, p. 71) han dado á conocer un método para reemplazar los anestésicos ordinarios empleados en la cirugía dental por medio de corrientes de alta frecuencia. D'Arsonval había demostrado anteriormente que las corrientes de alta tensión y de alta frecuencia ejercen un efecto anestésico local, en vista de lo cual los experimentadores deseaban averiguar si no podían utilizar este hecho en relación con las operaciones dentales para poder prescindir de las inhalaciones de gas, que no dejan de ser un peligro para los pacientes. En las operaciones de extracción hallaron que les daba éxito. El aparato empleado por ellos suministraba una corriente que no causaba al paciente más sensación que un ligero recalentamiento en la región cubierta por los electrodos. Descubrieron que un diente sin raíz se había vuelto enteramente insensible con la aplicación de una corriente de 150 miliamperos por espacio de 3 á 5 minutos, al paso que los dientes más grandes necesitaban de 200 á 250 miliamperos para 6 á 8 minutos. Cuanto al servicio de este método para operaciones más prolongadas, los experimentos no son aún concluyentes, aunque tomados en conjunto son favorables.

Tratamiento del Corcho para Fines Farmacéuticos y Otros.

El señor Ed. Bonjean, ha publicado un informe acerca del asunto objeto del epígrafe, que por encerrar bastante interés vale la pena de darlo á conocer. Dice que las alteraciones en las aguas minerales embotelladas débense á causas « naturales » ó « accidentales »; las últimas que son objeto de este estudio dependen (1) de la composición química y del estado bacteriogeno del agua; (2) de las condiciones observadas en el acto de embotellar; (3) del tiempo en que el agua permanece embotellada, y en un grado menor la temperatura en que se conserva. No obstante de llevar á cabo el embotellamiento bajo condiciones tan asépticas como lo permite la industria, el agua con frecuencia sufre cambios en la botella.

Generalmente sólo se advierten alteraciones orgánicas como el aspecto del agua, pozos, cultivos de algas, olores pútridos, y sulfuretados, gusto de corcho, gusto dulce, etc. El autor ha estudiado detenidamente estas alteraciones, y en particular los olores sulfuretados y pútridos, por representar los cambios más extremos, habiendo llegado á las siguientes conclusiones: — El principal obstáculo para la conservación de aguas

embotelladas es el corcho, que introduce esporos, gérmenes, materia orgánica, etc., habiendo de mencionarse un tanino y producto químicos resultantes de los diferentes tratamientos á que se someten los corchos. Es con motivo de la introducción accidental de estos cuerpos por una parte, y la constitución del agua misma por la otra que el agua embotellada, se convierte en reacciones químicas y bacteriógicas. Pero se ha averiguado que por un tratamiento adecuado de los corchos, se pueden evitar la mayoría de tales cambios, especialmente la sulfuración. En lugar de adoptar un método reductivo como se acostumbraba (por el ácido sulfuroso, bisulfitos, aldehído fórmico, etc.), es preferible oxidar las materias orgánicas fijas del corcho y esterilizar los corchos al mismo tiempo. La dificultad estaba reducida á hallar un agente oxidante lo suficientemente potente para destruir los principios reductivos, pero insuficiente para producir una oxidación acentuada, como por ejemplo la formación de ácido subérico. Después de muchos experimentos se halló un método de oxidación eficaz, consistente en el tratamiento, bajo ciertas condiciones, de una mezcla de cloratos y persulfatos. No obstante lo mucho que se ha indagado, nada se conoce que pueda reemplazar al corcho para el embotellamiento, por consiguiente precisa poner atención al tratamiento metódico del corcho, suprimiendo los métodos seguidos hasta aquí. No son solamente las aguas minerales las afectadas, sino todos los líquidos embotellados, ya sean bebidas medicinales ó higiénicas. — *Pharm. Jour.*, junio 17 de 1902.

NOTAS DE NUEVOS REMEDIOS

MIRMOL. — Dase este nombre á un líquido desinfectante, hemostático y antiséptico, que se dice contiene 10 por ciento de formaldehído y 0.3 por ciento de fenol. Emplease en el tratamiento de la carcinoma, lupus y afecciones parecidas, aplicándose primeramente como lavado, ó sea un solución de 0.5 ó 2 por mil en agua, después se aplica algodón absorbente humecido con una solución de 1 á 9 de mirmol sobre la superficie, cubriéndose el todo por último con otra capa de algodón humedecida en mirmol y defendida por un trozo de tela de gutta-percha.

NARCOTILA. — Es bicloruro metil-metileno obtenido por la acción directa del ácido hidrocórico en alcoholes élticos y metílicos destilados juntos. Los vapores se condensan bajo presión y se purifican. El líquido está recomendado como anestésico general; es transparente y volátil en alto grado, inflamable, de un olor agradable y no lo descompone la luz. Los efectos anestésicos generales producidos por la narcotila aseméjanse á los del éter. Según el *Lancet*, 164, 1092, se ha empleado con éxito y con toda seguridad en un número de operaciones diferentes de más ó menos gravedad.

NERVICIDINA. — Llámase así el hidrocloreto de un alcaloide aislado de una planta de la India llamada gasu-basu. Es un polvo higroscópico, amorfo, amarillo, soluble en el agua, pero mucho menos en el alcohol y éter. Esta droga la han empleado los dentistas húngaros en el tratamiento de ciertas pulpitis dolorosas como sustituto del arsénico. Es un anestésico local poderoso, pero al administrarse hipodérmicamente no parece producir anestesia. Sus efectos generales son de un veneno paralizante.

NUCLEINATO FÉRRICO. — Sal de un ácido nucleínico obtenido de la caseína ó de las huevas de pescado blandas. Según investigaciones recientes, es la forma en que se utiliza el hierro dentro del sistema para formar la hemoglobina, y créese ser el

único compuesto de hierro que el jugo gástrico no transforma en cloruro. El nucleinato férrico á semejanza de otros compuestos de hierro, no se descompone en el estómago ó intestinos, sino que se halla en el hígado en el mismo estado que cuando entra en la boca. Se administra para los estados anémicos y la clorosis en dosis de 0.5 grm. (8 granos).

PARRAFOS DE INTERES COMERCIAL

— El éxito alcanzado por el señor Henry Weinhausen, fabricante de termómetros clínicos, en los mercados extranjeros, es prueba evidente de que se reconocen sus méritos. Hasta en el mismo Londres, donde el nombre de Hicks es tan conocido, tienen demanda esos termómetros. Aparte la superioridad de los mismos, la popularidad del señor Weinhausen depende mucho de que no fabrica más termómetros que los que puede ensayar él personalmente. Recomendamos á nuestros lectores el anuncio de este tan conocido y acreditado fabricante que aparece en el lugar correspondiente de este periódico.

Es probable que la casa que más éxito ha alcanzado en los Estados Unidos en la fabricación de pilas eléctricas para médicos, es la que preside Percy G. Williams, del 6 Barclay Street, Nueva York. Además de estos aparatos la casa fabrica un renglón completo de efectos eléctricos para usos terapéuticos de los cuales se darán pormenores al solicitarlo. En la sección correspondiente se hallará el anuncio de la misma.

La pasta dentadura para los dientes, tiene fácil salida en los Estados Unidos y en muchas otras partes del mundo. Se ha ganado un puesto por sí misma, dada la reputación de que goza entre los dentistas, hombres científicos y el público. Doquiera se ha dado á conocer ha sido objeto de buena demanda. Nuestros lectores que no tengan este producto en su establecimiento deberían añadirse porque habrán de sacar provecho.

El Sr. Thomas Burkhard, del 494 Flushing Ave., Brooklyn (Nueva York), fabrica en su establecimiento toda clase y forma de utensilios de cobre para laboratorios farmacéuticos. Es el fabricante más antiguo de este ramo en los Estados Unidos, y está acreditado por la clase superior de efectos á precios moderados que salen de su establecimiento. Cualquiera de nuestros lectores que necesite artículos de esta clase hará bien en dirigirse al fabricante é indicarle lo que le haga falta.

Todos los lectores del *AMERICAN DRUGGIST* en Hispano-América, apreciarán sin duda la inmensa conveniencia de tener en el establecimiento un contador de dinero que por su exactitud en registrar el que ingresa de las ventas, ahorra al cabo del año el valor del aparato, el cual es además un mueble lujoso y denota el adelanto de la época.

En otra página de esta edición se hallará el anuncio de un contador de dinero de clase superior, que con objeto de conocer se ofrece al comercio por un período limitado á la de su precio corriente. No se ofrecerán 1 Dinero «Century» á estas condiciones, pues mente para introducirlo en el mercado. Es delo moderno, está concluido con primor. Se dará completos de la manera cómo se hacen las sum. funciones interesantes, como también respecto á precios, etc., dirigiéndose á la Century Cash (Michigan), E. U. A.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 9 DE NOVIEMBRE DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

CASWELL A. MAYO, Ph. G. *Director*

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LA FARMACIA AMERICANA EN EL EXTRANJERO

AL recorrer las columnas de los periódicos farmacéuticos del Viejo Mundo, hemos tropezado de cuando en cuando con el vocablo «Americanismo» aplicado en un sentido injusto é innoble por implicar una tendencia en la farmacia y medicina de apartarse de todo lo profesional y científico para caer en lo mercantil. Es verdad que la palabra se aplica de cada vez menos, pero esto no deja que un ciudadano de este país no se crea vejado al ver lo poco que se reconoce en el extranjero de lo mucho que ha hecho aquende la farmacia en las pesquisas de carácter científico y en la evolución de nuevos métodos prácticos.

Parece como si en Europa nos juzgasen por la empresa desplegada por ciertos dueños de específicos que han tomado aquellos países por campo de explotación, y por los lacónicos anuncios publicados en los periódicos farmacéuticos de allende acerca de los adelantos realizados aquí en la farmacia. Hay, pues, motivo de congratularnos en vista de que recientemente ha ido cambiando la opinión y se admite ya la excelencia de los métodos empleados aquí en la farmacia.

No hace mucho tiempo que en nuestra edición del 13 de julio de este año, comentábamos acerca de la decisión de admitir en el Codex de Francia los extractos fluidos hechos de conformidad con el plan americano. Esta resolución que partió de la Comisión revisora de aquella farmacopea, es un obsequio á los Estados Unidos y la admisión de que los métodos americanos resisten la crítica.

Hoy podemos añadir otro ejemplo del reconocimiento favorable á estos métodos en Europa y que redundan en beneficio y crédito de la farmacia americana. Nos referimos á la actitud de la Comisión revisora de la Farmacopea suiza, recomendando la adopción de la mayoría de los jarabes oficiales de fórmulas que prescriben la composición de esas preparaciones de extractos fluidos en lugar de las drogas crudas, como había sido hasta aquí la regla en las farmacopeas europeas.

Dícese haber motivado la resolución de la citada Comisión las discusiones y numerosas controversias que sobre este mismo asunto han aparecido en los periódicos farmacéuticos de Francia y Bélgica, prevaleciendo la opinión de que los hasta aquí negligidos extractos fluidos están llamados á desempeñar un papel importante en la farmacia moderna.

El informe de la Comisión suiza encierra una relación detallada de su línea de conducta con respecto á la preparación de jarabes oficiales (*Schweizerische Wochenschrift für Chemie und Pharmacie*, 1903, pág. 313). Los jarabes que se expresan á continuación se preparan de extractos fluidos, según la nueva edición de la Farmacopea Helvética: Jarabe de canela, de ipecacuana, de regaliz, de menta piperita, de ratania, de ruibarbo, de rosa, de zarzaparrilla, de serpentaria. Esta lista de jarabes es prácticamente idéntica á la que figura en la Farmacopea de los Estados Unidos de jarabes preparados de extractos fluidos, que comprenden además, escila, jengibre, y rubus.

No es solamente desde el punto de vista patriótico que nos regocijamos de la resolución y actitud de la Comisión suiza á que nos referimos arriba, porque la ciencia no tiene patria, sino porque creemos que llegará el día en que expresiones tan injustas como las que nos echan en cara en Europa aquellos que no están al corriente de nuestros adelantos, cesarán de circular para dar lugar al reconocimiento de los trabajos realizados en este país por nuestros farmacéuticos en la honrosa profesión á que se dedican.

LA ABSORCION DE VENENOS

M. Paul Masoin, investigador francés, ha se dedicado á averiguar la causa por qué en diferentes venenos varía el intervalo de tiempo entre la inyección del veneno en la sangre y la primera aparición de los síntomas, habiendo publicado el resultado de sus investigaciones en el *British Medical Journal*, que comprenden una serie de experimentos en conejos con tártaro emético. La duración de la intoxicación latente no

depende de la rapidez de la fijación del veneno en los tejidos. Con una inyección mínima los animales experimentan los mismos síntomas que con una dosis grande, y mueren en el mismo tiempo, ya se les haya sangrado ó no treinta segundos después de la inyección. Por otra parte, animales á quienes se les ha inyectado con una dosis mucho mayor de la necesaria para matarlos, viven más tiempo si se les sangra treinta segundos después que si no se les somete á ningún tratamiento. Aparece por lo tanto, que dentro de treinta segundos la sangre absorbe tanto veneno como es necesario para matar; pero dosis más grandes quedan retenidas en la sangre por períodos más largos; aún cuando la inyección sea cuatro veces más fuerte de lo que es necesario para matar, el veneno queda completamente eliminado de la sangre en doce minutos. Arsénico y los venenos del tétano y la difteria permanecen en la sangre por un período más corto. El veneno de las culebras, por lo contrario, permanece en la sangre por algunos minutos, aún en una dosis suficientemente grande para matar. M. Masoin, llega á la conclusión de que cuando la composición de la sangre está alterada con la introducción de cualquier constituyente extraño, la composición normal queda prontamente restablecida, siendo el factor más importante la mayor cantidad de substancia extraña para determinar el tiempo necesario para su absorción. — *Pharm. Jour.*

LAS PREPARACIONES EXTERNAS Y SU TERAPEUTICA (1)

Por CARL. S. N. HALLBERG, PH. G.

Profesor de Farmacia en la Escuela de Farmacia de la Universidad de Illinois; Vocal de la Comisión de Revisión de la *Farmacopea de los Estados Unidos*.

Si bien la historia de las preparaciones para uso externo se remonta al más antiguo origen, su evolución y diferenciación en el campo de la terapéutica es en gran parte asunto de reciente desenvolvimiento.

Hasta un período relativamente reciente las grasas empleadas como vehículos de las preparaciones oleoginosas se escogían con referencia solamente á sus propiedades farmacéuticas, para poder aprontar preparaciones que poseyeran los distintivos físicos más deseables, consistencia correspondiente, fusibilidad rápida, etc. La materia médica más temprana era especialmente rica en aceites y grasas de origen animal, preconizándose la grasa de casi todos los seres vivientes como poseyendo virtudes especiales — tales ideas aún sobreviven entre muchas gentes, como por ejemplo, la grasa del oso para hacer crecer el cabello; grasa de ganso para aflojar y quitar la fuerza á los resfriados; el aceite de la serpiente de cascabel para curar el reumatismo y muchos otros remedios caseros semejantes.

VEHICULOS PARA UNGÜENTOS

La introducción en el mercado en 1870 de las grasas del petróleo ó parafinas blandas — cosmolina y vaselina — representaba un gran adelanto sobre las rancias y á menudo descompuestas mixturas de grasas animales y vegetales, que se usaban en la mayor parte antes de ahora. La inmiscibilidad de estas blandas parafinas con el agua y líquidos acuosos, era la única dificultad que se oponía á su uso más extenso; hasta

el año 1882 á la grasa de lana clarificada se le llamó por el nombre de lanolina. La propiedad peculiar de esta colessterina, aún después de ser hidratada, para tomar agua equivalente á su propio peso, llamó desde luego la atención, y cuando subsecuentemente se descubrió su poder para penetrar el cutis, admitiéndose, aunque lentamente, que era un medio valioso para obtener efectos sistémicos por la piel. Aunque la grasa de la lana la empleaban los antiguos bajo el nombre de «Æsypus», débese á Oscar Liebreich el mérito de haberla presentado bajo el nombre de lanolina y con el oficial de «lanæ hidrosus», U. S.

AGRUPACIÓN TERAPEUTICA

El empleo más ó menos empírico que primeramente se daba á estas dos grasas — la blanda parafina y la lanolina — de cualidades exactamente opuestas en cuanto á su miscibilidad con el agua y propiedad de penetrar la piel, fué causa de que eventual se agrupasen los ungüentos y preparaciones semejantes desde el punto de vista terapéutico, según el vehículo empleado, como se verá á continuación:

(1) *Epidérmicas*: No penetrantes ó no absorbentes. Defensivas, antisépticas. Vehículo: Parafina blanda, vaselina ó petrolatum, U. S.

(2) *Endérmicas*: Semi-penetrantes ó semi-absorbentes. Emolientes, nutritivas, astringentes, etc. Vehículo: Grasas animales ó vegetales, aceites y ceras. Manteca, sebo, aceites de almendra, aceituna, etc.

(3) *Diadérmica*: Penetrante ó absorbente. Sistémica ó constitucional. Vehículo: Lanolina ó grasa de lana hidratada.

Si bien esta clasificación es una generalización, su exactitud aparentemente es aproximada, por el hecho de que un vehículo consistente en partes iguales de petrolatum y lanolina, los tipos respectivos de los grupos extremos, posee las propiedades generales del grupo endérmico intermedio. Desde el momento que este vehículo no se vuelve rancio ó reacciona con substancias químicas, como lo efectúan las grasas animales ó vegetales y aceites, sirve perfectamente para usos endérmicos.

SUPOSITORIOS

En ninguna clase de preparaciones, si consideramos la terapéutica, ha sido el fracaso tan aparente como en los supositorios. Desde que fueron incluidos en la Farmacopea de los Estados Unidos en 1870, el vehículo ha sido uniformemente grasa de cacao ó aceite de teobroma.

Mientras que se reconocen tres formas distintas de supositorios, no se hace distinción alguna en cuanto al vehículo que se emplea, aunque se concede la necesidad de tal selección. Para supositorios rectales, las grasas son indudablemente el mejor vehículo, no tan sólo por la alcalinidad de las secreciones, sino porque se desean efectos más ó menos penetrantes. La grasa del cacao sirve este propósito probablemente que cualquiera otra. Si bien algunas veces, sus efectos no son otros que irritante ó un disolvente como en los supositorios oficiales de glicerina. Tampoco es la grasa el vehículo apropiado para supositorios rectales cuando se emplea en lugar de una enema.

Por otra parte, las secreciones de la uretra son normalmente ácidas, no siendo por esto la grasa indicada el propio vehículo.

(1) Leída en la asamblea quincuagésima tercera de la Sociedad Médica Americana y reimpresa del *Jour. Amer. Med. Assn.*, 1903, pág. 958.

uretrales y vaginales, debiendo emplearse para ello substancias solubles en el agua. La glicero-gelatina responde á este objeto probablemente mejor que la mayoría de las otras substancias empleadas, no habiendo más objeción que la de que exhuda al derretirse y puede cubrir el vello púbico. Usando 50 por ciento de masa glicero-gelatina anhidrosa obtiéndose una candelilla blanda y fácilmente soluble, en la cual el tanino y agentes similares pueden ser presentados sin dificultad. (1)

El difunto Dr. Hay, de Chicago, empleó un supositorio vaginal de polvos de olmo que tenía la ventaja de poder prepararse de momento con los dedos en cualquiera forma se desease.

Glycero-Marra-Ulmi (Supositorio de Masa de Olmo). — Corteza de olmo pulverizada, 10; agua, 6; glicerina, 6 c. c. En el agua y glicerina previamente mezcladas disuélvase la cantidad requerida del agente medicinal, añádese desde luego la disolución á los polvos de olmo, mézclese con prontitud y fórmese una masa trabajando la mixtura en un mortero, de lo cual resulta una masa blanda, cohesiva y plástica, con que puede hacerse un rollo y dividirse en el número de partes requeridas (para la cantidad de 6 citada) y hacerse globular con la ayuda de la espátula y los dedos. Esta operación ha de efectuarse con prontitud por endurecer la masa en unos diez minutos, y no poder darle entonces forma fácilmente. En cosa de veinticuatro horas los supositorios endurecen y vuélvense elásticos.

En un supositorio, el agente medicinal debería distribuirse perfectamente con el vehículo, como en todas las preparaciones semejantes, pudiendo llamarse trabajo inferior de farmacia cuando se producen y usan supositorios «huecos.»

CERATOS

Los ceratos son mezclas de ceras y grasas los cuales se distinguen por su naturaleza más derretible que los ungüentos, necesitando su más firme consistencia el extenderse sobre tela y aplicarse como apósito. Se hallan por consiguiente en el grupo hipodérmico siendo sus efectos emolientes vesicantes, enfriadores y defensores. El cerato cantaridal es el más importante, y cuando se extiende sobre emplastro adhesivo en tal espesor que borre el color amarillo de la tela, cuando se mira al trasluz, es el vesicante cantaridal más eficaz que pueda hallarse.

EMPLASTOS

Esta forma de medicación tan antigua, se ha desacreditado mucho durante los años recientes, debido en parte á su acción incierta y en parte al advenimiento de métodos de tratamiento más eficaces y más rápidos. La aparición de los emplastos de goma también ha inducido al público lego que cree «en algo que se pegue,» á apropiarse los emplastos como su propio y soberano remedio para toda clase de dolores y desazones.

— No obstante, los emplastos desempeñan un por ser dilatado el campo de su aplicación, y clasificarse en los siguientes grupos:

1) *Epidérmicos:* Para sostenimiento y defensa; ticos, contrairritantes, vesicantes. Vehículo: ó cualquier aglutinante apropiado.

2) *Endérmicos:* Anodinos, astringentes, alteran-

(1) Mientras que el tanino y los extractos derivados, *Krameria*, etc., en una masa trasluciente con glicero-gelatina exenta en absoluto de a, tal masa es tan insoluble en agua ó secreciones acuosas, como en y por consiguiente inútiles para la terapéutica. — C. S. N. H.

tes, resolventes, sedantes, estimulantes. Vehículo: Oleatos ó emplasto de plomo, algunas veces con resinas ó gomas resinas.

(3) *Diadérmicos:* Para efectos constitucionales ó sistémicos. Vehículo: Lanolina ó emplasto pulverizado.

El vehículo para los emplastos comerciales de goma es principalmente goma elástica ó caoutchouc, con suficientes polvos de iris, y algunas veces gomas resinas para darle la propia consistencia y retener sus propiedades adhesivas. Para fines epidérmicos, este sirve admirablemente como aglutinante conveniente y medianamente estable, pero desde el momento que carece de propiedades penetrantes hasta cierto punto, no debería emplearse para efectos endérmicos, como los que se buscan de drogas, cual la belladona. La sugestión que se ha hecho de aumentar la eficacia del emplasto de goma y belladona con el aditamento de ácido bórico parecería venir en apoyo de la opinión que tales mixturas anidrófilas no penetran en la piel, como también se ha demostrado clínicamente.

Para efectos endérmicos, los oleatos, representados con el tan conocido emplasto de plomo, son el mejor vehículo porque penetran en, pero no á través de la piel, rindiendo los efectos deseados sin producir ningún resultado sistémico ó constitucional. La objeción que se ha hecho á los emplastos del antiguo estilo con vehículo de emplasto de plomo, de que con el tiempo pierden la fuerza, se ponen quebradizos y pierden parte de su adhesividad, ha dado lugar á la introducción de métodos perfeccionados de fabricación que dan por resultado un emplastro adhesivo que retiene su flexibilidad y con la mezcla de un poco de goma se adhiere sin ser calentado artificialmente.

Para efectos diadérmicos ó sistémicos el vehículo para los emplastos debería ser grasa animal, tal como manteca ó sebo con ceras, ó preferentemente mezclas de éstos con lanolina, en substancia cual los emplastos pulverizados de Unna. Los emplastos mercuriosos artificiales que en el presente se hacen con emplastro de plomo y resinas-gomas deberían prepararse con este vehículo de lanolina

OLEATOS

Los oleatos oficiales son mezclas de líquidos ó semi-líquidos de los oleatos respectivos en exceso de ácido oleico que las hace á menudo ineligibles. Los verdaderos oleatos, conocidos por «oleatos secos» son preferibles, pero deberían diluirse con el vehículo correspondiente antes de usarse.

Como se ha indicado arriba, los oleatos no penetran la piel, lo cual aparece evidente cuando se tiene en cuenta el empleo constante de jabón (oleato sódico). Al paso que abundan las pruebas que los oleatos naturales, los aceites de oliva y almendra y también los oleo-palmitatos y estearatos, manteca, mantequilla, etc., en los que los ácidos respectivos están enlazados con el gliceril radical, penetran la piel y son absorbidos en el sistema, los compuestos artificiales de estos ácidos con los metales y bases alcalinas conocidos respectivamente también como jabones insolubles y solubles, no son absorbidos en la aplicación externa. Si de otra manera fuese, qué incentivo no sería para los pueblos del Levante de consumir cuando menos una parte de sus raciones diarias de aceite de oliva en la forma de jabón.

LINIMENTOS

El valor de los linimentos depende del grado de

penetración en la piel, no habiendo más que un linimento oficial que sea protector, el de cal, el tan conocido aceite carrón que toma el nombre del pueblo en que radica la fábrica en Inglaterra donde la mezcla de aceite de linaza y agua de cal originó al aplicarse á las quemaduras. Si bien se supone que los efectos resultantes de tales linimentos, que consisten en soluciones de aceite ó jabón, dependen en mucho de las frías ó amasaje que con ellos se da, las soluciones de agentes medicinales tales como belladona, alcanfor, etc. en alcohol ú otros líquidos volátiles son indudablemente más eficaces cuando se aplican por medio de un apósito oclusivo, según se ha demostrado por las investigaciones del Dr. Thos. F. Reilly (1) presentadas á esta Asociación en 1900.

De fecha reciente se han introducido varias modificaciones: los jabones líquidos medicados, que pueden prepararse extemporáneamente del linimento saponífero oficial ó de la forma semi-solidificada, linimentum saponatum camphoratum del Formulario Nacional ú opodeldoc sólido.

COLODIOS

Los colodios con motivo de la telilla impermeable de piroxilina ó coloxilina que dejan al evaporarse el disolvente volátil eter-alcohol, están indicados para un empleo más vasto, y son muy apropiados para aplicarse en pequeñas zonas cuando se desean efectos duraderos del tanino, iodo, iodoformo y derivados semejantes. Podría extenderse la lista oficial incluyendo los del Formulario Nacional.

La linimenta exsiccantia, ó sean los llamados linimentos secos, se destinan á usos similares, excepto que no forman una capa tan impermeable como los colodios, consistiendo el vehículo en mucílagos de almidón, dextrina, tragacanto ó albúmina. El siguiente es un tipo que puede ser medicado como se desee con óxido de cinc, crisarobina, iodoformo, mercurio amoniado, ictiol, ácido salicílico, etc.

VERNICIUM ICTHYOLI ALBUMINATUM, UNNA

℞ Ictiol sulf. am.	3 v	20
Almidón, polvo	3 v	20
Agua destilada	3 xv	60

Méclese con :

Albúmina de huevo líquida, fresca m. xii 75

PREPARACIONES DERMATOLÓGICAS MODERNAS

Pastæ (Pastas-Dermatológica-Lassar, Unna, etc.)—Estas son las mezclas de almidón, dextrina, óxido de zinc, azufre ó carbonato de calcio hecho pasta con glicerina, jabón ó grasa, tal como petrolatum ó manteca de puerco, medicada con agentes antisépticos ó astringentes. Los siguientes son ejemplos importantes:

PASTA ZINCI (SALICIL. DE CINC)

℞ Acido salicílico	gr. xxx	2
Oxido de cinc, almidón, cada uno	3 vi	24
Petrolatum, blanco	3 xiiss	50

PASTA RESORCINI (MITIS) LASSAR

℞ Resorcina	3 iiss	10
Oxido de cinc, almidón, cada uno	3 vi	25
Petrolatum líquido	3 x	40

PASTA NAPHTHOLI, LASSAR

℞ Naftol	3 iiss	10
Azufre, pp.	3 xiiss	50
Petrolatum		
Jabón blando añ.	3 v	20

PASTA ZINCI MOLLIS, UNNA

℞ Oxido de cinc, carb. calc. pp., cada uno	3 vi	24
Mézclense estos polvos é incorpórense gradualmente:		
Linimento de cal	3 xiiss	50

PASTA ICTHYOLI, UNNA

℞ Ictiol, sulf. amon	3 iiss	10
Agua destilada, glicerina, dextrina, cada una ..	3 i	30

PASTA ZINCI SULFURATA, UNNA

℞ Oxido de cinc	3 ss	15
Azufre, pp.	3 iiss	10
Acido silícic. (Kaolin)	gr. lxxx	5
Manteca benzoatada	3 xviiss	70

PASTA DEXTRINATA

℞ Dextrina	3 xxv	100
Glicerina, agua destilada, cada una	3 xxv	100
Disuélvanse con calor, añádese agua para hacer 300 grm		
	3 x	

Este es un vehículo general para muchas pastas medicadas empleadas en dermatología.

PASTA KAOLINI, GLYCEROPLASMA KAOLINI

℞ Kaolin, decantado y desecado	3 xiiss	50
Glicerita boroglicerina	3 iiss	10
Metil salicito, timol, cada uno	gr. i	5
Glicerina, para hacer	3 xxx	100
O suficiente para hacer una pasta semi-sólida por medio de una pulverización completa.		

Stili (Stili Diluibles, Unna. Lápices). — Lápices para la aplicación directa á la piel de agentes medicinales-antisépticos, astringentes, anestésicos, etc. Estos agentes se disuelven ó mezclan con una pasta consistente en vehículos mucilaginosos ó sacarinos, almidón, dextrina, tragacanto, azúcar, etc., arrollados en forma de palitos de $\frac{1}{4}$ de pulg. (5 mm.) de diámetro y 2 pulgs. (5 cm.) de largo, secados á una temperatura ordinaria sobre papel de pergamino y envueltos en papel de plomo.

Gelatina Glycerinata (Glicero-gelatina). — Masa de gelatina como vehículo para supositorios y otras aplicaciones externas; úsase como sigue;

GLYCEROGELATINA ACIDI SALICYLICI, 10 POR CIENTO, UNNA

℞ Gelatina	3 iiss	10
Glicerina	3 xiiss	45
Agua destilada	3 ix	35
Acido salicílico	3 iiss	10

GLYCEROGELATINA IODOFORMI, 10 POR CIENTO, UNNA

℞ Gelatina	gr. lxxx	5
Glicerina	3 v	20
Agua destilada	3 xvi	65
Iodoformo	3 iiss	10

GLYCEROGELATINA ZINCI

℞ Gelatina		
Agua destilada		
Glicerina		

A esto añádese gradualmente pulverizado:

Oxido de cinc		
Glicerina		

En este estado se mezcla con bastantes gramos.

(1) *The Journal A. M. A.*, enero 26 de 1901, pág. 250.

La forma blanda (Glycerogelatina Zinci Mollis) se prepara de la misma manera, usando 10 gramos de gelatina.

Estas glicerogelatinas deberían prepararse frescas cuando se necesitan. Pueden verse en moldes untados con manteca de cacao. Las gelatinas de cinc pueden emplearse como vehículos para el ictiol, la resorcina, la crisarobina, etc. Cuando hayan de aplicarse se derriten y luego se aplican con un pincel en la parte afectada.

Gelatina Medicata (Lamellæ. Discos para el Ojo.)

— Los discos de gelatina se hacen con alguna glicerina conteniendo sales alcaloides para introducir en el ojo ó para una solución para el mismo. Aplíquense al ojo con un pincel. Véase la siguiente ilustración:

GELATINA ATROPINÆ SULPHATIS, 1-10 mg.

R Gelatina.....	3 vi	25
Agua destilada.....	3 xxv	100
Glicerina.....	gtt.	vi 4
Sulfato de atropina.....	gr.	iss 1

Para 1000 discos de una placa de 7 x 12 pulgs. (18 x 30 cm.).

Pomada en Muselina. — Bajo el nombre de «Salbenmull,» pomadas en muselina ó esteatinas, se han dado á conocer unos ungüentos de alta fusibilidad extendidos en tela porosa, gasa ó muselina, por el Dr. Unna. Son mezclas de sebo y manteca y á veces cera, en tales proporciones que formen consistencia suficiente para poder extenderlos fácilmente, cuando se calientan, sin derretirse ó escurrirse al aplicarlos al cuerpo. Se destinan principalmente á producir efectos epidérmicos, protectores y antisépticos, y también para una acción endérmica, astringente y resolvente.

Las pomadas en muselina sirven un fin determinado en dermatología, pues por la naturaleza porosa del tejido, la evaporación es fácil, impidiendo por esta causa la maceración de la epidermis, que ocurre de ordinario por efecto de la aplicación prolongada de apósitos más oclusivos. Su valor en enfermedades de la piel en que ésta está áspera, hace tiempo que ha sido reconocido por las más altas autoridades en esta rama especial de la medicina práctica. Las siguientes son las que más se emplean:

UNGUENTUM EXTENSUM HYDRARGYRI CHLORIDI
CORROSIVI

R Clorido mercurioso.....	gr.	iii 2
Alcohol.....	m.	lxxx 5

Esta solución se incorpora con la siguiente mezcla previamente fundida;

R Manteca benzoatada.....	℥iv	5
Sebo benzoatado.....	3 xxiiss	90

UNGUENTUM EXTENSUM HYDRARGYRI CHLORIDI
MITIS, 10 POR CIENTO

R Calomelanos.....	3 iiss	10
Manteca benzoatada.....	3 v	20
Sebo benzoatado.....	3 xviiss	70

SOLUCIONES ESTERILIZADAS

Si bien muchos farmacéuticos son muy cuidadosos hacer las soluciones, como inyecciones, lavados de ojos, gárgaras, lociones, etc., la mayoría no lo son, siendo esto dado por resultado que un número de especialistas principales en enfermedades de los ojos preparan y dispensan sus propias soluciones, porque de esta manera, según dicen, pueden estar seguros de

la asepsia completa. El empleo de pastillas prensadas para soluciones hipodérmicas, se ha hecho general tanto por su conveniencia y portabilidad como también por el hecho de que con ellas pueden prepararse disoluciones de improviso con agua dulce tan pura como puede obtenerse. En las ciudades más grandes en que el caudal de agua está más ó menos infectado, el practicante general se ve obligado á menudo á emplear agua de las cañerías en lugar de agua pura, por efecto de lo cual el empleo de pastillas debe ser en muchos casos origen de infección. Las soluciones acuosas flojas al 1 por ciento de sales alcaloides atropina, morfina, cocaína, pilocarpina, también la ergotina permiten el desarrollo de gérmenes, mientras que las soluciones concentradas, i. e., al 10 por ciento de cocaína y quinina no lo permiten. Soluciones en disolventes germicidas: alcohol, éter, iodo, cloruro mercurioso, y soluciones fuertes de fenol no son admisibles; pero el aceite de almendras puede usarse por alcanfor, y la glicerina por el iodoformo. Acido fénico — 1 gota por 160 mínimos (10 c. c.) es el preservativo más seguro y mejor para soluciones acuosas.

Considérese ó no apropiado admitir fórmulas de inyecciones hipodérmicas en la Farmacopea de los Estados Unidos, no admite duda que debería incorporarse en ella instrucciones ó fórmula para la esterilización. Las soluciones esterilizadas no sólo son necesarias para inyecciones ordinarias, lociones ó lavados, pulverizaciones ó rociaduras pero especialmente para colirios.

El Dr. Futterer, observador cuidadoso, ha informado acerca de varios casos que han tenido consecuencias graves debidas á descuido en la preparación de soluciones para uso hipodérmico, de aquí que considere de la mayor importancia el reconocimiento oficial de un proceso para la esterilización porque permitiría al médico especificar su empleo para la preparación de soluciones, etc. Otra ventaja habría de obtenerse, que los farmacéuticos pondrían mayor cuidado en estas preparaciones, poniendo en práctica un método autorizado que habría de asegurar los mejores resultados.

INYECCIONES HYPODERMICÆ, BR. PII. 98

Estas soluciones se preparan disolviendo el agente medicinal en agua destilada acabada de hervir y que se ha permitido enfriar. Los agentes antisépticos en las soluciones de cocaína y ergotina se añaden antes que los agentes medicinales se han disuelto.

INJECTIO HYPODERMICA

R Hidroclorato de apomorfina.....	gr.	iss	1
Ac. hidroclórico dil.....	min.	iss	
Agua destilada.....	min.	clx	10 1
R Hidroclorato de cocaína.....	gr.	xvi	1
Ac. salicílico.....	gr.	¼	015
Agua destilada.....	min.	clx	10
R Extracto de cornezuelo de centeno. gr.	clx	10	
Fenol.....	gr.	v	3
Agua destilada.....	3 v	20	
R Tartrato de morfina.....	gr.	lxxx	5
Agua destilada.....	3 xxv	100	

Las inyecciones de apomorfina y cornezuelo de centeno deberían prepararse frescas.

GASA ANTISÉPTICA

Schimmelbusch, director de la Clínica Bergmann de Berlín, asevera (1893) que la humedad es una de

las condiciones esenciales para la vida del germen, al paso que la sequedad es uno de sus grandes enemigos, y por consiguiente todo apósito seco es preferible al húmedo, excepto cuando el exudado de la herida es viscoso y purulento, y donde el material antiséptico se emplea para empaquetar heridas profundas ó incisas. Parece que la mayoría de cirujanos prefieren apósitos secos para heridas asépticas, y apósitos mojados ó húmedos para heridas sépticas, tales como las que resultan de gran laceración, etc. Mientras que en estas circunstancias no fuera acertado reconocer la gasa antiséptica en la Farmacopea, la admisión de gasa aséptica fuera altamente de desear, ya estuviese simplemente definida por su naturaleza y propiedades, como «tela depurata» en la Farmacopea Alemana, y también «gossypium purificatum» en la Farmacopea de los Estados Unidos, y todavía sería más preferible dar instrucciones para la depuración de la gasa comercial, según consta en el Codex francés, como se expresa á continuación:

CARBASUS ASÉPTICUS

Gasa de un peso y malla requeridos, se hierve en agua durante 10 á 15 minutos, exprímese y después se lava dos ó tres veces en agua fría. Exprimida así la gasa se la deja macerar en una disolución de sosa clorinatada por espacio de media hora, exprimida y macerada en agua conteniendo 1 por ciento de ácido hidróclórico, se enjuaga en agua fría varias veces y, se seca en una vasija cerrada ó esterilizador.

La gasa se pone inmediatamente en rollos de las dimensiones requeridas y se traspasa á receptáculos esterilizados, con preferencia de hierro estañado, que se sellan herméticamente.

Preferencia del Corcho Sobre el Caucho

Por J. H. PAGE, B. S. C.

Es cosa muy sabida de aquellos que manipulan aceites esenciales, especialmente el aguarrás, que cuando calientes atacan rápidamente los tapones de caucho los cuales primeramente se hinchan, luego se resblandecen y vuelven pegajosos, en cuyo estado son difíciles de manejar, á parte de la molestia que causan, parte del caucho se pega al cuello de los frascos, etc., y hasta se escurre en los frascos de destilar y en el tubo condensador, descolorando y echando á perder la destilación. Habiendo tenido ocasión de ejecutar un prolongado fraccionamiento, bajo presión reducida, del aguarrás por medio de un deflegmador de Young, hallé que era prácticamente imposible emplear tapones de caucho, pues no tan sólo estaban en contacto con los vapores más calientes, sino que á veces hasta con el mismo líquido y había que renovarlos con frecuencia. Para vencer estas dificultades, he descubierto que un tapón ordinario recubierto de goma es un substituto excelente, entiéndase la goma ordinaria empleada en el mucilago, pero espesa, la que se aplica con un pincel hasta que se verifica la adherencia. Trabajando con una bomba Bunsen ordinaria, no hay dificultad en obtener de 12 á 20 mm. de presión según la temperatura del agua. A veces los corchos tienen agujeros los que se obstruyen con goma laca ó goma ligeramente resblandecida con agua. A la goma no la afecta el aceite de trementina, sino que endureciendo á medida que procede la destilación, forma una envoltura del corcho absolutamente á prueba de aire. En aquellos casos en que la unión se rompe con frecuencia, como

en el refraccionamiento repetido, la goma permanece algo blanda y flexible, y dándole simplemente una nueva pincelada la unión se hace rápidamente. Este procedimiento da mejor resultado con los tapones gruesos, habiéndole empleado el autor en algunos que medían hasta 1½ pulgadas de diámetro. El mismo plan es muy apropiado para el caso en que el tubo de prueba entra en el condensador y para cuando el tapón sostiene el termómetro. Si el cuello del frasco de destilación es recto y no doblado, los corchos tienen la tendencia á escurrirse al interior, pero eso se evita cortando un corcho más bien grande para que forme un reborde que descansa en la orilla del cuello. Para aquellos que trabajan en aceites esenciales esto es inapreciable, siendo las ventajas más manifiestas:

1. — Los tapones con el revestimiento de goma no están afectados por los aceites ni lo están éstos por aquéllos.
2. — Los tapones no se echan á perder y pueden usarse repetidas veces. Me he servido de uno más de tres meses.
3. — La unión se efectúa con prontitud y es perfecta.
4. — La diferencia en el costo es muy considerable, especialmente en los tamaños grandes.

PARA LAVAR MANCHAS DE LAS MANOS

Un colaborador de *Pharmaceutische Centralhalle*, aconseja que cuando se tienen las manos manchadas con fuertes disoluciones alcalinas deberían lavarse con algún ácido flojo, nitro, oxálico ó acético (1 al 100 de agua). Si se aplica jabón inmediatamente, depositanse en la piel ácidos grasos que impiden que aquella se agriete. También pueden impedirse de algún modo los efectos de las disoluciones de cal y de amoníaco fuerte. Después de usar ácidos minerales convendrá lavarse las manos con agua, restregándolas mientras están húmedas con un pedazo de jabón. Caso de ser fuerte el ácido ó de que haya afectada una extensa superficie, después de lavarse las manos se sumergirán en una disolución floja de sosa (1 al 100). Tratándose de ácido sulfúrico fuerte, deberá lavarse primeramente con mucha agua, después de lo cual se acude al jabón como se ha dicho antes. Empleándose agua en abundancia no hay peligro de que se genere mucho calor. Si el ácido hubiese ocasionado quemaduras, se cubrirán las partes afectadas con una pasta compuesta de magnesia, de carbonato de magnesio ó bicarbonato sódico con poca agua. El ácido nítrico se limpia de la misma manera. Las quemaduras de este ácido, especialmente cuando se tratan con agentes alcalinos, dejan una amarillez del integumento afectado. El ácido nítrico destruye la epidermis con tal rapidez, que con dificultad andando el tiempo si puede recobrar su estado normal; lo mismo puede decirse de los efluvios del ácido nítrico, del nitromuriático, del bromo y el cloro. Las manchas de yodo deberán lavarse con una disolución de tiosulfato sódico (1 al 100). Cuando las manos han estado sometidas por algún tiempo á la acción del ácido fénico, se lavan simplemente con alcohol — el cual puede emplearse muchas veces para el mismo objeto — y después sin antes secarse, pueden restregarse con grasa. Después de trabajar con disoluciones de sosa ó potasa mejor es sumergir las manos por algún tiempo en disolución de sal ordinaria (1 al 50 de agua) y laváncelas después con jabón y grasa de lana.

Método Rápido para Quitar Manchas de Tinta

De los medios empleados para quitar manchas de tinta, apenas si hay alguno que pudiera llamarse rápido ó que dé perfectos resultados, pues no faltan algunos que arruinan el mismo artículo que se desea limpiar. Después de repetidas experiencias el siguiente método ha dado excelentes resultados. El material que ha de ser tratado debería primeramente remojarse en agua caliente limpia, luego quitarle la humedad superflua y extenderse sobre una tela limpia. En este estado se vierten unos mínimos de ammoniæ fortis, s. g. 0.891 sobre la mancha de tinta, luego se satura con ácido fosfórico diluido una mota de lana-algodón absorbente la que se aplica repetidas veces, haciendo presión, sobre la mancha; finalmente se enjuaga bien el artículo en agua caliente y se pone al sol á secar, desapareciendo todos los vestigios de tinta. Este procedimiento da el mismo excelente resultado ya sea la mancha fresca ó antigua sin dañar en lo más mínimo la tela. — *Pharm. Journal.*

NOTAS PRACTICAS

PARA CONSERVAR LOS HUEVOS. — Carl Aufsberg de Wiesbaden (*Chem. and Drugg.*, LXI, p. 121), inmerge los huevos en una disolución hirviendo de 15 á 25 por ciento de sulfato de magnesio y 0.5 por ciento de sulfato de calcio, por un tiempo no más de 5 segundos, y luego traspasa los huevos á una disolución fría de silicato sódico. Este se combina con los sulfatos de magnesio y de calcio, formando una capa gelatinosa que se adhiere al huevo, la que se quita con agua, si se quiere, antes de usar los huevos.

GABIANOL. — Dicese que esta substancia se prepara de una arcilla esquistosa nativa que se halla en Herat. Es un líquido oleaginoso de un color pardo-oscuro, con reflejos verduscos, y está acreditado como un excelente remedio para toda clase de afecciones del pulmón y la garganta. Está altamente recomendado por los doctores Blache, Durand-Fardel y Hastings (*Pharm. Centralh.*, XLIII, p. 334); se administra en cápsulas conteniendo cada una 0.25 grm., 4 á 6 de ellas diariamente..

INTOXICACIÓN POR CARBÓN DISULFIDO. — H. G. Hauph (*Chem. Zeit.*) ha estudiado los efectos tóxicos del carbón disulfido en los animales, valiéndose de inyecciones subcutáneas de una solución de aceite de olivas. En las ranas 1.25 á 3.7 C. por kilo de peso corporal demostró ser una dosis fatal. No produjo efecto aparente en la sangre excepto el oscurecimiento de la sangre procedente del hígado. Los mamíferos revelaron señales de asfixia, teniendo afectados varios órganos, el hígado mucho más. El carbón disulfido es absorbido en la sangre por medio de las glándulas linfáticas y las venas. Descompone la sangre; una solución acuosa de 5 á 8 partes por mil disuelve la hemoglobina y produce oxihemoglobina y un precipitado de una composición desconocida.

EMPLEO DE LA TREMENTINA. — El Dr. Nazaroff (*Rev. de Thérap.*, LXIX, No. 7) ha empleado la trementina en numerosos casos de erisipelas, parotitis, fiebre escarlatina y viruela. En las erisipelas practica ligeras incisiones alrededor del área afectada, y lava la placa inflamada y parte contigua con aceite puro de trementina, repitiendo estas aplicaciones dos veces al

día. Por la mañana siguiente, si la temperatura no ha bajado, se administra trementina internamente en dosis de 15 gotas en leche, dos ó tres veces al día. No tarda en atajarse el proceso inflamatorio con este tratamiento. En las otras enfermedades mencionadas, el remedio se administró internamente en dosis de 15 gotas, tres veces al día, habiéndose alcanzado resultados muy satisfactorios.

PRUEBAS PARA LA TENACETINA Y ACETANILINA.

— La reciente perturbación ocurrida en el comercio de drogas en Nueva York, indujo á G. M. Beringer á sondear el mercado y estudiar las pruebas aplicables para el descubrimiento de la acetanilida y fenacetina. Como resultado de sus investigaciones recomienda la adopción de las siguientes pruebas características para la F. de los E. U., y que pueden también emplear los farmacéuticos.

1. — El punto derretible baja con la presencia de hasta 1 por ciento de acetanilida.

2. — Prueba Hirschohn: 0.1 grm. de fenacetina se disuelve en 10 c. c. de agua por medio de la ebullición; déjase enfriar la disolución y se filtra. Luego se añade agua de bromo hasta que se presenta un color amarillo. Si estuviese presente la acetanilida, la disolución se pone turbia con motivo de la formación de la para-bromo-acetanilida.

3. — Si se hierve por un minuto 0.1 grm. de fenacetina con 3 c. c. de una disolución de hidróxido de sodio (1.2), dejándola enfriar y agitándola luego con 5 c. c. con una solución de sosa clorinada, debería resultar un líquido amarillo claro. La producción de un líquido rojo-púrpureo ó rojo-oscuro turbio ó de un precipitado indica la presencia de acetanilida.

Estas investigaciones fueron leídas por el autor ante la Asociación Farmacéutica Americana.

EMPLASTOS. — C. S. N. Hallberg, en un informe leído ante la Asociación Farmacéutica Americana, se ocupa del antiguo procedimiento de manufacturar á mano los emplastos reemplazados actualmente por los emplastos de caucho fabricados á máquina.

Para un emplasto adhesivo hecho sin maquinaria, recomienda la siguiente fórmula:

Caucho, cortado en pedazos pequeños....	20 grm.
Petrolatum.....	20 »
Emplasto de plomo.....	960 »

Derrítase la goma á una temperatura que no exceda 150° C., añádese el petrolatum y continúe calentándose hasta que la goma esté disuelta; añádese el emplasto de plomo á la mezcla caliente, continúe calentándose hasta que se licúe, luego déjese enfriar y agítase hasta que tome consistencia.

Para Enmascarar el Amargor de la Cáscara

El amargor de la corteza de cáscara puede enmascarse enteramente mezclando la corteza pulverizada con cosa de una décima parte de su peso de magnesia calcinada y cantidad suficiente de agua para hacer una pasta. Esta última debería evaporarse á la desecación en un baño-maría, recogerse luego en un colador apropiado y agotarse con alcohol flojo. El producto preparado así está exento de amargor y puede emplearse para hacer elixires, cordiales, etc.

Las mixturas que contienen extracto fluído de cáscara no puede privárseles del amargor con el mero

aditamento de aromáticos, etc. A continuación van dos fórmulas que se han publicado en la mayoría de los periódicos farmacéuticos de este país:

Cáscara sagrada.....	768 partes
Magnesia calcinada.....	72 "
Glicerina	96 "
Sacarina	3 "
Aceite de hinojo.....	1 "
Alcohol.....	500 "
Alcohol flojo c. s.....	
Agua destilada c. s.....	

Mézclase la cáscara y la magnesia, humidézcanse con agua y déjese reposar 48 horas. Recógese entonces en un colador, viértase el alcohol y déjese en reposo 12 horas bien cubierto. Cuélese con alcohol flojo, reservando las primeras 12 onzas fluídas y después se pasa hasta agotado. Recóbrese el alcohol de la segunda porción colada; evapórese á la consistencia de un extracto blando; disuélvase el extracto en la porción colada de reserva, y añádese finalmente los ingredientes restantes.

La fórmula, modificada por Stevens, es como sigue:

Cáscara sagrada.....	500	gramos
Magnesia calcinada.....	50	"
Agua.....	550	ccm.
Glicerina.....	120	"
Alcohol.....	400	"
Extracto de regaliz purificado N. F....	120	gramos
Sacarina.....	2	"
Aceite de hinojo.....	0.31	"
Alcohol flojo, suficiente.....		

Mézclase la cáscara y la magnesia, humidézcanse con agua y macérese por varias horas. Recójase la mezcla en un colador y déjese macerar 48 horas; añádese entonces el alcohol y déjese macerar 12 horas. Ahora cuélese con alcohol desleído y continúese hasta que la droga está agotada. Resérvese los primeros 400 centímetros cúbicos y recóbrese el alcohol empezando con los licores más diluidos. Evapórese el todo hasta que mida 380 centímetros cúbicos, incluyendo la glicerina. Añádese la regaliz, sacarina y aceite de hinojo, debiendo medir el todo 500 centímetros cúbicos.

RECETAS. — JARABE DE GORDOLOBO

Flores y hojas de Gordolobo....	5 onzas
Azúcar blanca.....	2 libras
Las claras de 2 huevos	
Agua de azaar.....	2 onzas fluídas
Colorante si se desea, c. s.	
Agua hirviendo.....	1 litro

Se vierte el agua hirviendo sobre las flores y hojas y se deja macerar en un baño-maría por seis horas. Exprímase el fluido y déjese enfriar. Añádese el azúcar, y cuando esté disuelto, las claras de los huevos bien batidas. Calientese hasta hervir por cinco ó seis minutos; fíltrese entonces en un saco de flanela, con un polvo de carbón animal. Cuando haya enfriado se añade el agua de azaar y el colorante que se desee.

POMADA DE ACIDO FENICO

Acido fénico.....	2 onzas
Alcanfor.....	1 "
Aceite de sasafrás.....	1 "
Petrolatum.....	30 "
Cera de abejas.....	2 "

Mézclase el ácido fénico, el alcanfor y aceite de sasafrás, agitándolo de cuando en cuando hasta que esté disuelto. Mézclense el petrolatum y la cera, y mientras se enfría añádese la disolución de ácido fénico, etc., mezclando el todo bien,

PARRAFOS DE INTERES COMERCIAL

UN MOLINO PARA DROGAS, AMERICANO. — La casa de A. W. Straub & Company, del No. 3737 Filbert Street, Philadelphia (Pa.), fabrica un molino para drogas que ofrece al módico precio de \$3.00 f. á b. en Nueva York, y el cual por las ventajas que posee merece llamar la atención de cuantos usan estos aparatos. Por sus condiciones es práctico, duradero y sencillo; puede molerse con él habas de vainilla, genciana, cincona, flores de árnica, cardamomo y toda clase de substancias duras, secas, húmedas y oleosas. También puede emplearse para moler maíz remojado para hacer tortillas. Hace años que estos molinos prestan servicio y han dado entera satisfacción. Con los pedidos debe acompañarse el valor.

ESTERILIZACION DE LA LECHE. — Los hombres científicos como los peritos en medicina, declaran que la leche de vaca pura, debidamente modificada es el alimento artificial para los niños en que más puede confiarse, siempre que pueda llegar al niño no contaminado; pero el hecho de que la leche pura ordeñada de una vaca sana, absorbe de 30,000 á 5,000,000 de bacterias por pulgada cúbica al pasar de la odre de la vaca á la vasija en que se recoge la leche, hace imposible la administración al niño mientras esos gérmenes no se destruyan, y para lograrlo se ha de esterilizar la leche con un chorro de vapor, sirviéndose, por ejemplo, del Esterilizador y Pasteurizador de Vapor Arnold, que es un aparato eficaz y sencillo, y sirve para ambas la esterilización y la pasteurización. Lo fabrica la Wilmot Castle Co., en Rochester, N. Y.

— Para el médico es de suma importancia los enseres que debe tener en su oficina. El hombre progresivo no sólo desea tener una oficina atractiva, sino todo lo necesario y más moderno que haya de usar en su práctica.

Los gabinetes y mesas Allison fabricados por W. D. Allison Co., de Indianapolis (Ind.), son los aparatos más completos y prácticos que se ofrecen á la facultad.

Su modelo es hermoso y también la afinación de la obra, lo que aumenta la buena apariencia de toda la oficina.



Las mesas pueden fijarse en posición sin ruido y sin la menor dificultad por medio de palancas de dos pies, sin inconveniencia por parte del operador ni molestia al paciente. Cada mesa va provista con un par de gabinetes giratorios (con seis artesas para poner los instrumentos) que, volteando, quedan al lado del operador; también tienen tres cajones para algodón, vendas, etc.

El extenso renglón de gabinetes que esta casa fabrica comprende la mayor variedad, desde un pequeño gabinete de pared á uno de los gabinetes de clase superior para especialidades.

Los fabricantes de estos efectos publican un lindo catálogo en español, describiendo los extremos salientes de la construcción de aquellos. Todo médico ó farmacéutico que necesitare esta clase de aparatos, debería informarse de los precios y demás de estos fabricantes á que nos referimos arriba.

— Las Pastillas Bronquiales de Brown, como remedio para toses, resfriados, etc., como tan irritaciones molestas de la garganta, tan frecuentes en estación de invierno, pero que no revisten bastante para llamar á un médico. Para las condiciones de introducción y naria de reclamo gratis, nuestros lectores podrán Brown & Son, Boston (Mass.), E. U. A.

AMERICAN DRUGGIST

and PHARMACEUTICAL RECORD

NUEVA YORK Y CHICAGO: 9 DE DICIEMBRE DE 1903

«The American Druggist» es un periódico bimensual del que se publica cada mes un suplemento español con anuncios en el mismo idioma.

AMERICAN DRUGGIST PUBLISHING COMPANY

62-68 WEST BROADWAY, NEW YORK, U. S. A.

Dirección cablegráfica «Amdruggist, New York.» Clave A B C

A. R. ELLIOTT, *Presidente*

CASWELL A. MAYO, Ph. G. *Director*

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FARMACOEPA DE LOS ESTADOS UNIDOS

LA revisión de la Farmacopea emprendida por la comisión nombrada en la asamblea decenal reunida en Washington en el año 1900, se prosigue tan rápidamente como lo justifica la importancia y magnitud del trabajo, y la obra no estará probablemente concluída hasta la primavera del año 1904. Las materias en que entienden las subcomisiones son las siguientes:

1 Terapéutica. — 2 Posología. — 3 Botánica y Farmacognosia. — 4 Química general é inorgánica. — 5 Química orgánica, y también aceites fijos y grasas. — 6 Ensayos. — 7 Aceites volátiles y substancias asociadas. — 8 Extractos, tinturas, etc. — 10 Ceratos y compuestos asociados. — 11 Jarabes y Elixires. — 12 Misceláneas galénicas. — 13 Pesos y medidas. — 14 Alcance de la obra y estadística. — 15 Nomenclatura.

LIMITACION DE PUREZA

Entre los asuntos más importantes sometidos al estudio de la comisión, uno que hasta aquí había sido objeto de poca atención es la limitación de la pureza de los productos químicos medicinales. Para la mente facultativa esta cuestión huelga. ¿Por qué habría de haber limitación alguna? Sólo lo más puro es suficiente para usos medicinales ó para fines del médico; pero la proposición no es tan simple, porque hay ciertos requisitos de naturaleza práctica que deben tomarse en consideración. La Farmacopea de 1890 — la oficial hoy día — requería para un número de productos que se emplean extensamente, un grado mayor de pureza que el obtenible por los procedimientos químicos ordi-

narios, mientras que algunos fabricantes químicos acreditados afirman que aquel tipo sólo puede obtenerse por procedimientos tan costosos, que por necesidad aumentan el valor de los productos, y en algunos casos es casi prohibitivo.

Sin embargo, debería entenderse que estas impurezas comprenden en la mayor parte la presencia de cantidades muy pequeñas, algunas veces 1 por ciento ó menos de sulfatos y cloruros en bromuros, ioduros, fosfatos y sales semejantes, pretendiendo los fabricantes que la separación de tales rastros de sales extrañas, sería en extremo difícil, y como su presencia no podría tener significancia terapéutica, su eliminación absoluta sería un gasto inútil.

Se han citado algunos ejemplos en apoyo de la contención que la presencia de aun las huellas más tenues de sales extrañas, aunque inocuas como tales, pueden bajo ciertas condiciones producir resultados del todo inesperados, como, por ejemplo, cuando se prescribe bromuro potásico con cloruro de bario en una solución acuosa, sobrevendrá un precipitado del sulfato de bario insoluble en presencia de la huella más ligera del sulfato en el K. Br. Ciertamente que tales casos son muy raros y no afectan la actitud adoptada de que meros rastros de tales impurezas en estas sales no deberían excluirse de la Farmacopea de los Estados Unidos.

Otro motivo para no poner el tipo muy alto, es la impracticabilidad de tener dos tipos que sean oficiales, y como las leyes sobre la pureza de alimentos y drogas adoptadas por algunos Estados de la Unión citan la Farmacopea como tipo, los farmacéuticos y tratantes se expondrían á ser perseguidos por vender productos químicos para fines comerciales y técnicos donde no se exige pureza tan alta, por separarse de los tipos oficiales de pureza. Una persecución semejante — muy mal aconsejada — ha tenido á menudo lugar en Ohio, y se ha extendido tanto en el Reino Unido, que las leyes que la motivan ó amparan son realmente muy impopulares, enajenándose el apoyo de un elemento respetable que siempre había acatado la ley.

PRINCIPIOS AISLADOS

La cuestión de sustituir los productos naturales por principios aislados se ha presentado al frente durante la presente década. Muchos de los aceites volátiles son mezclas de ciertos principios, como los aceites de eucalipto, cariofilo, canela, gaulteria, betula y sasafrás. Al paso que la farmacología sobre estos

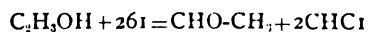
artículos es insuficiente, supónese que los principios principales representan las virtudes terapéuticas de los aceites respectivos, y desde el momento en que estos varían considerablemente en la cantidad de los principios contenidos, preténdese que se obtendría mayor exactitud y uniformidad con la substitución de los aceites naturales por estos principios. Entre los principios de estas clases y otras semejantes que probablemente serán admitidos en la Farmacopea, cuéntanse el mentol, el carbonato de creosota, guayacol y carbonato de guayacol, eugenol, aldehidos benzoico y cinámico y safrol. El eucaliptol y el metilo salicilato son ahora oficiales.

Nitrato de Uranio como Reactivo Alcaloide

J. Aloy ha descubierto que el nitrato de uranio es un reactivo alcaloide útil, que forma precipitados con la mayoría de alcaloides, los cuales cuando están en ignición dejan un residuo de U_3O_8 . De los alcaloides examinados, la cafeína, teobromina y espargina fueron los únicos que no dieron precipitado con una disolución acuosa diluída de nitrato de uranio. La reacción con morfina es característica, siendo el resultado un color rojo con 0.005 grm. de la base, ó un color amarillo anaranjado con menos de aquélla. Deberá emplearse una solución al 5 por ciento de nitrato de uranio, y para la prueba de morfina esta debería neutralizarse con amoníaco hasta que empieza á formarse un precipitado. El reactivo precipita 0.0001 grm. de los alcaloides siguientes: Piridina, narcotina, papaverina, codeína, tebaína, narcoína, quinina, cinconina, cinconidina, estricnina, brucina, cocaína, peletierina, aconitina, atropina y cicutina. Los precipitados se distinguen por un color amarillo, más ó menos intenso; regeneran las bases al tratarse con bicarbonato alcalino. — *Bull. Soc. Chim.*, 29, 610.

De cómo el Alcohol conserva el Cloroformo

Si bien el efecto preservativo del cloroformo por el alcohol hace tiempo que ha sido conocido, esto no obstante, no parece haberse investigado la naturaleza precisa de su acción. Arian, como resultado de sus pesquisas, ha hallado que no impide la descomposición, formando en su lugar compuestos que son inofensivos. De esta manera en lugar de ácido hidrocórico libre y oxiclورو de carbono, forman cloroformo conteniendo alcohol tricloral, y varios ésters de ácido hidrocórico. El primer período de la reacción es la oxidación del alcohol y la formación del ácido hidrocórico libre.



El aldehido de esta manera formado se combina rápidamente con el cloro libre, hasta que finalmente se forma tricloraldehido, CCl_3CHO . El ácido hidrocórico se combina con el alcohol en tanto que el último se halla en exceso para formar ésters. Por regla, la añadidura de 16 c. de alcohol por litro de cloroformo, es suficiente para conservarlo. — *Journ. Pharm. Chim.*, (6), 18, 5.

BACTEREOLOGIA PARA LOS FARMACEUTICOS

Por R. TANNER HEWLETT, M. D., M. R. C. P., D. P. H.

Son muchos los estudiantes de farmacia que alegan que las asignaturas que tienen que estudiar para poder presentarse á examen, son más que suficientes sin necesidad de otros aditamentos. Y tienen hasta cierto punto razón, pero muchos hechos justifican la inclusión de la bacteriología en el curso, pues aunque se adquiriera solamente un conocimiento elemental, habría de ser á los estudiantes de farmacia de suma utilidad. Tómese en primer lugar las varias infusiones y conocimientos de la farmacopea; si se preparan como se instruye la mayoría de aquellos durará poco tiempo — todo lo más unos días — y sería imposible, cuando el negocio de la botica no es mucho, suministrar las preparaciones farmacopéicas, las cuales, después de todo, son las que se prescriben; de aquí que se hayan ideado los varios sustitutos concentrados de aquellos. En los grandes establecimientos de Londres, donde se suplen las preparaciones farmacopéicas, las varias infusiones, etc., se hacen frescas cada uno ó dos días. Después hay las soluciones para uso hipodérmico, la esterilización — i. e., la ausencia de gérmenes — la esterilización de las cuales, es, si cabe, de mayor importancia que con las infusiones y decocciones. Porque si estuviesen presentes ciertos gérmenes, la inyección hipodérmica de la solución, puede ir acompañada (tales accidentes han ocurrido antes) de envenenamiento de la sangre ó tétano. La Farmacopea, es cierto, da instrucciones para la preparación de soluciones estériles, pero á menos de que no se tenga una idea clara de las dificultades y se cumplan con inteligencia las instrucciones, es probable que sobrevenga un fracaso. En el tratamiento médico se emplean ahora inyecciones semejantes de soluciones salinas y de gelatina, siendo de la mayor importancia que el farmacéutico posea la capacidad para prepararlas y dispensarlas en un estado esterilizado. Cuando el estudiante se convierta en un farmacéutico practicante, si está en situación de pasar un examen bacteriológico elemental, esto le reportará trabajo en más de un sentido y habrá de colocarle en mejor posición.

Dos horas, dos veces á la semana, ó sean cuatro horas en los seis días, y extendiendo el estudio á dos meses, debería procurarle bastantes conocimientos para permitirle trabajar solo más tarde. Las primeras dos ó tres lecciones deberían dedicarse á la preparación y esterilización del medio para los cultivos, poniendo particular atención á las soluciones de gelatina. El empleo del microscopio, especialmente de los lentes de mucha potencia é inmersión, debería ser objeto de estudio, como también la preparación de especímenes de bacterias bajo cristal, el empleo de varios colores y del método de colorar de Gram, de igual manera deberá hacer un examen de una serie de tipos de micro-organismos, comenzando con el levadura — e. g., levadura de cervceros — un moho — e. g. *Penicillium glaucum* — ó amasijo de pan al aire. Luego podrán estudiarse formas más pequeñas; un bacilo — e. g. *Bacillus* — *terium*, sarcinas, espirilus y micrococos. Alé ducto vegetal en descomposición ó una infu carne proporcionarán una variedad de formas, y niendo una capa de gelatina nutritiva á l se obtendrán sarcinas, micrococos v

de las preparaciones de colores, convendrá que el estudiante examine los varios organismos en el estado fresco y viviente en las preparaciones de gotas de licor espeso y el desarrollo consiguiente de alguna forma tal como el *Bacillus megaterium* puede resultar de un esporo u otro. Luego puede ejemplificarse el valor de una variedad de un medio cultivo en la diferenciación e identificación de organismos por medio de una serie de cultivos del *Bacillus coli* y *Bacillus typhosus*, obteniendo así facilidad en el subcultivo.

Cuanto á los organismos patogénicos, el bacilo tuberculoso y el bacilo diftérico deberían estudiarse, examinando minuciosamente los métodos para identificar respectivamente estos organismos en el esputo y por el cultivo, y este conocimiento serviría al farmacéutico para fines diagnósticos. Habría de resultar provechoso al estudiante el examen del tejido antrax y tuberculoso para obtener la consiguiente práctica en la preparación y manipulación de las secciones. Por último para obtener experiencia en el aislamiento de organismos y en la manipulación necesaria para cultivarlos podrán examinarse bacteriológicamente dos ó tres muestras de agua. Si se ejecutase todo esto como corresponde constituiría una práctica muy valiosa. Finalmente habría que preparar algunas de las infusiones y soluciones hipodérmicas de la Farmacopea y también infusiones salinas y examinarlas microscópica y bacteriológicamente en cuanto á su esterilización; luego podría modificarse el método de preparación, introduciendo la técnica bacteriológica y comparar los resultados. El estudiante puede también idear métodos y aparatos para la preservación de estas preparaciones asépticamente y de tal manera que puedan dispensarse sin introducir la contaminación en las existencias.

Ensayo Alcaloide de ciertas Drogas Potentes y sus Preparaciones Galénicas *

Por H. BECKURT

I.

El profesor Beckurt, ha publicado recientemente en el *Apotheker Zeitung*, una serie de ensayos de drogas y las preparaciones emanadas de las mismas, que llevó á cabo en su laboratorio de Brunswick. Empleó varios métodos para hacer los ensayos los cuales por este medio pueden compararse entre sí, siendo las determinaciones finales del alcaloide volumétrico de acuerdo con la Farmacopea Alemana. Como indicador se emplea la iodeosina, así como sugieren Schmidt y Partheil, con excepción de los alcaloides de cincona para cuyos se recomienda la hæmatoxilina, por no responder al fin propuesto la iodeosina. †

* Extracto de una memoria publicada en el *Apotheker Zeitung*, 18, p. 67.

otheker Zeitung, 15, p. 14, el profesor Schmidt ofrece los medios de probar la iodeosina para ensayos alcaloides: — debería ser un polvo cristalino, escarlata, soluble en alcohol con rojo do, y en éter con una coloración rojo-amarillenta; en agua acidulada, con un rastro de ácido hidrolórico, es enteramente insoluble. ganse en una botella de vidrio blanco 100 c. c. de agua y éter suficiente para formar una capa de 1 cm. de espesor; añádese 1 gota de to hidrolórico centinormal y 5 gotas de una solución de iodeosina n 50 (de alcohol); agítase fuertemente; la capa acuosa debería aparecer incolora; añádese 2 gotas de potasa centinormal y revuélvase otra acuosa debería haber tomado ahora un color rosa pálido.

HIERBA DE ACONITO

(a) *Extracción de la Droga por el Método Redwood; Alcaloides sacudidos con cloroformo.* ‡ — Durante tres horas se extraen por medio de un soxhlet veinte grm. de la hierba seca y pulverizada con 50 á 60 c. c. de una mezcla de volúmenes iguales de alcohol absoluto y cloroformo, el alcaloide se transfiere á ácido sulfúrico diluido, y después de la liberación con amoníaco á cloroformo. La solución clorofórmica se evapora hasta la sequedad y el residuo es titrado.

Resultados: — (1) 0.375; (2) 0.3882 por ciento de alcaloide.

(b) *La Extracción como arriba; los Alcaloides se sacuden con Éter-Cloroformo (Schweissinger-Sarnow).* — El método es semejante al de arriba, pero el sacudimiento final se efectúa con éter-cloroformo, la mitad del cual se evapora hasta la sequedad y se titra.

Resultados: — (1) 0.372; (2) 0.428 por ciento.

(c) *Extracción con Agua Acidulada; los Alcaloides sacudidos con cloroformo.* — Veinte grm. de la misma droga se mezclaron con 199 c. c. de agua y 1 c. c. de ácido sulfúrico diluido, después de lo cual se permite reposar en un lugar caliente, agitándolo con frecuencia, por espacio de veinte horas en un frasco con el corcho aflojado. Después de compensar la pérdida por la evaporación, filtráronse, 150 c. c. (— 15 grm. de droga) y evaporáronse á 10 c. c. A esto se añadió alcohol fuerte gradualmente hasta que el líquido media 100 c. c. Después de doce horas filtróse éste y el residuo resultante fué lavado y filtrado, evaporándose las lavaduras á 10 c. c. Cinco c. c. de alcohol se añadieron después liberándose el alcaloide con el amoníaco agitándose con cloroformo. Las soluciones clorofórmicas se evaporaron á la sequedad y titularon.

Resultados: — (1) 0.40445; (2) 0.44 por ciento.

(d) *Digestión con Agua Acidulada; Eliminación de los Alcaloides con Éter-Cloroformo.* — Semejante á (c), pero empleando 40 c. c. de éter-cloroformo, y evaporando una mitad.

Resultados: — (1) 0.3882; (2) 0.4313 por ciento.

Estos resultados con la hierba acónito se ponen de manifiesto en la tabla siguiente:

PROCEDIMIENTO	(a)	(b)	(c)	(d)
Rendimiento de Alcaloide (1)...	0.375	0.372	0.40545	0.3882
Rendimiento de Alcaloide (2)...	0.382	0.428	0.44	0.4313

Keller halló en la hierba de acónito, 0.18 á 0.21; y Schweissinger, 0.417 á 0.602.

RAÍZ DE ACONITO

El mismo método empleado para la hierba de acónito se empleó para la raíz, é igualmente se puso en práctica el proceso oficial de la Farmacopea Alemana (c).

Los resultados constan en el siguiente estado:

PROCEDIMIENTO	(a)	(b)	(c)	(d)	(e)
Rendimiento de Alcaloide.	0.615	0.647	0.6642	0.625	0.621
Rendimiento de Alcaloide.	0.621	0.6125	0.7074	0.6146	0.640

Otros investigadores han hallado la siguiente pro-

‡ Esto es prácticamente idéntico al método recomendado en 1884 por Dunstan y Ransom para las hojas de belladona; el porqué se relaciona con él el nombre de Redwood no es claro

porción de alcaloide: — Hager, 0.6 á 1.24; Keller, 0.87 á 1.23; Cæsar y Loretz, 1.54; Merk, 1.28.

EXTRACTO DE ACONITO

Ensayáronse dos procedimientos para hacer la prueba del extracto de acónito, á saber: (a) el de Beckurt, y (b) el de Schweissinger.

(a) *Método Beckurt*: — 2.5 grm. se disuelven en 6 c. c. de agua y 6 c. c. de alcohol. Añádense dos c. c. de amoníaco sacudiendo el alcohol con cloroformo. Las soluciones clorofórmicas se evaporan á la sequedad y titran. Dos extractos por este medio han rendido 3.1056 y 3.7785 por ciento de alcaloide respectivamente.

(b) *Método Schweissinger*: — Se disuelven dos grm. del extracto en 8 c. c. de agua; añádense 2 c. c. de amoníaco y 40 c. c. de éter-cloroformo y se agitan. Evaporánse veinte c. c. de la solución de éter-cloroformo á la sequedad y se titran. Dos determinaciones por un extracto dieron 4.2702, y 4.85 por ciento de alcaloide. En el extracto de acónito Berkurts halló 4.71705 á 4.85 por ciento de alcaloide; Dieterich halló 1.25 á 1.84 por ciento.

CONSERVACION DE LAS DROGAS

Muchas son las influencias que obran con detrimento de las sustancias medicinales cuando éstas están bajo condiciones desfavorables. Estas influencias pueden clasificarse como químicas, físicas y biológicas, aunque, á parte de su causa excitante, sus resultados se manifiestan casi enteramente en la alteración química de sustancias encerradas en las drogas, cuya consecuencia es la disminución ó pérdida total de las propiedades de aquéllas. Por consiguiente, conviene estudiar cuáles son estas influencias y cómo puede salirseles al encuentro de una manera satisfactoria, de otro modo, no importa cuánta habilidad se despliegue en la preparación, puede ser neutralizada por cambios subsiguientes en el artículo producido. La causa que con más frecuencia conduce al deterioro, es la presencia de fungosidades pertenecientes principalmente á los grupos conocidos por el nombre de bacterias y mohos. Las primeras son organismos unicelulares que se multiplican por la división de sus células, al paso que los mohos forman una masa de células ramificadas, conocidas por el nombre de micelium, y cuya superficie aparece aterciopelada, de las cuales en condiciones propicias se producen esporos. Estas fungosidades carecen de clorofila, y dependen, por consiguiente, para su nutrición de sustancias orgánicas, y para su desarrollo de la humedad y de un número relativamente limitado de sustancias minerales. Como se hallan en todas partes, las drogas derivadas de la materia vegetal y de la materia médica están constantemente expuestas á sus ataques si se conservan en condiciones tales que permitan su desenvolvimiento. Los cambios que engendran son de una variedad suma, los carbohidratos conviértense en alcohol y dióxido de carbono, en ácidos acéticos, láctico y bórico; los albuminoides ó sustancias proteidas, se descomponen produciendo compuestos de olor repugnante tales como el sulfuro de hidrógeno, compuestos fosforatados, amoníaco y varias aminas. Los alcaloides y otros principios activos también quedan destruidos. El característico de su acción es que la cantidad de sustancias orgánicas descompuestas bajo la influencia de su actividad, es

muchísima mayor que la requerida para su nutrición inmediata, debido esto probablemente á la secreción de enzimas conocidas algunas veces como fermentos organizados. La vitalidad de los mohos, cual la de todos los organismos vivientes se disminuye ó queda atajada á una temperatura baja, y es destruida á una temperatura elevada, al paso que ciertas sustancias conocidas como antisépticos ejercen efectos semejantes.

Con el conocimiento de las condiciones favorables á su desarrollo, por una parte y á su destrucción por la otra, estamos en situación de poder tomar las correspondientes precauciones para evitar la acción deletérea de los organismos mohosos. Cuando se trata de acaparar drogas vegetales los tejidos deberían secarse tan pronto como posible, porque la presencia de la humedad es favorable al desarrollo del moho, y después de secados, se guardará el material en un lugar seco ó en condiciones de sequedad. Es igualmente esencial el almacenaje frigorífico porque la actividad de los mohos y las bacterias aumentan materialmente á una temperatura arriba de las ordinarias. En la preparación de infusiones, jarabes, extractos, etc., de drogas vegetales frescas, será conveniente y tendrá cuenta empezar las operaciones tan pronto como se haya reunido la colección, á fin que los organismos presentes inevitablemente en el material tengan todo el tiempo menos posible para el desarrollo de su actividad. La destrucción de las fungosidades — i. e., la esterilización del material en que existen — puede llevarse á cabo de dos maneras: (1) por el calor; (2) con la añadidura de antisépticos. Casi todos los organismos vivientes son destruidos á la temperatura del agua hirviendo, 100° C.; en algunas ocasiones á una temperatura mucho más baja, aunque los esporos de ciertas fungosidades resisten la acción del calor á una temperatura mucho más allá que la de 100° C. por un corto período. La acción del calor en la destrucción de las fungosidades, y como consecuencia, en la preservación de sustancias de la descomposición ó fermentación pútrida, puede demostrarse por medio de simples experimentos con cualquiera de las infusiones oficiales. Sábese perfectamente que infusiones preparadas y guardadas sin adoptar ciertas precauciones se ponen mohosas á los pocos días por desarrollarse el moho en el fluido. Pero si una parte del fluido se colocase en un frasco con el cuello embutido con algodón-lana y el contenido calentado á 100° C., el producto así calentado, en la mayoría de los casos permanecerá sin revelar señales de putrefacción por un período relativamente largo. Cierta bacteria, *Bacillus subtilis*, por ejemplo, engendra esporos que resisten en alto grado el calor, y son destruidos positivamente calentando á una temperatura varios grados más alta que el punto de ebullición del agua. Si algunos de esos esporos estuviesen en el contenido del frasco, sobrevivirán al calentamiento para desarrollarse más tarde en una forma vegetativa. Al hacer las infusiones oficiales con agua hirviendo, el producto de ordinario todo estéril, aunque muy cerca de ello casos, porque el agua se enfría naturalmente con la droga y la vasija, motivo por el que las formas de moho y bacteria quedan destruidas. Además, al colar se expone á la reinfeción del aire y de los materiales la coladura. Esto no obstante, una infusión freída en vasos limpios, que los llene bien, y esté bien atados con vejiga, se con-

días más que puesta de otra manera, porque la infección por este medio ha sido limitada.

Para impedir por completo la putrefacción, el material ha de sellarse perfectamente después de la esterilización, cual se hace en las provisiones puestas en latas. Hasta en este caso el contenido del paquete puede pudrirse subsecuentemente, ya porque el sello sea imperfecto, ya porque los organismos no hayan sido destruidos en absoluto por el calor. Para asegurarse acerca de este último punto, el material, después de calentarlo y sellarlo, debería recalentarse dos ó tres veces más, mediando un intervalo entre cada operación, á fin de que los esporos de extremada resistencia se desenvuelvan entonces en la forma ordinaria, que es más fácilmente destruida. La cuestión de la esterilidad absoluta, excepto en cuanto concierne á los organismos patogénicos, no es de importancia suma cuando el material haya de tomarse por la boca; mas cuando ha de emplearse para inyecciones hipodérmicas, entonces sí asume importancia, porque muchos organismos que son inofensivos al tomarse en el estómago — que están realmente fuera del cuerpo y expuestos á la acción del jugo gástrico, inician la inflamación en el punto de la inyección. De aquí que habría de tomarse las mayores precauciones posibles al preparar las inyecciones hipodérmicas, primero, porque los organismos podrían dar lugar á la perturbación mencionada, y, segundo, porque las sustancias disueltas en el caso de los alcaloides y otros cuerpos orgánicos, quedarán destruidos con el desenvolvimiento de las fungosidades. De igual manera convendrá tenerse presente que un producto esterilizado cesa de serlo tan luego como se expone al aire bajo circunstancias ordinarias. Para mayor conveniencia cuando ha de manejarse, será más practicable adoptar el método antiséptico, *i. e.*, añadir la suficiente cantidad de substancia preservativa que sea capaz de atajar el crecimiento y desarrollo de los organismos, ó emplear, como ocurre con las tinturas, un solvente ó menstruo que sea en sí antiséptico. En cuanto concierne á la farmacia, el alcohol es el antiséptico más importante, porque su presencia en las proporciones requeridas, es enteramente inofensiva, y en muchos casos sumamente ventajosa, tanto al sabor como á la apariencia del producto.

SOLUCION NORMAL SALINA

Como infusión intravenosa después de pérdida considerable de sangre, para lavar heridas en las operaciones quirúrgicas, y como vehículo para la inyección subcutánea é intravenosa, ha sido costumbre emplear una solución de sal común, llamada «normal», cuyo equivalente osmótico se pretendía ser el mismo que el del suero de sangre. La ventaja de una tal solución salina descansa en el hecho de que las células tanto animales como vegetales, son sensibles en alto grado á los cambios que ocurren en la fuerza osmótica del fluido en el que se lavan ó inmergen. Tanto el suero de sangre como el jugo de la célula vegetal, tienen una cierta fuerza osmótica debida á las sustancias salinas disueltas en ellos, habiéndose averiguado que cuando los glóbulos de la sangre están sumergidos en agua destilada, se ponen distendidos, absorbiendo agua y emitiendo á la vez sustancias salinas hasta establecerse el equilibrio entre el fluido interno y externo de los corpúsculos. Por otra parte, cuando están inmergidos en soluciones salinas concentradas se encogen, con motivo de la retirada del agua por la fuerza osmó-

tica más potente del fluido circundante, continuando esta acción, como en el caso precedente, hasta que el equilibrio queda establecido. En ambos casos sobreviene la destrucción de los corpúsculos sanguíneos, si la causa perturbadora se extiende más allá de ciertos límites, de modo que para fines quirúrgicos, es de la mayor importancia emplear un fluido que sea isotónico con el suero sanguíneo y ejerza la menor influencia perturbadora posible sobre las células vivientes de los tejidos. La fuerza empleada hasta aquí varía entre 0.6 y 0.7 por ciento de cloruro sódico; pero, después de una nueva investigación sobre el asunto verificada por el Dr. Fritz Engelmann, resulta que 0.9 por ciento corresponde más aproximadamente á los requisitos en el caso del hombre y otros mamíferos. La selección de concentraciones más bajas parece haber originado en primer lugar de tales soluciones salinas en las investigaciones fisiológicas en los animales inferiores — particularmente en experimentos sobre el mantenimiento de la excitabilidad en las preparaciones para el nervio-músculo escindido de animales tales como la rana. Debería advertirse que no hay necesidad de imitar la composición cuantitativa del suero sanguíneo en cuanto concierne á las proporciones relativas de las varias sales presentes, pero tan sólo para asegurar que la solución salina sea isotónica con él, para cuyo fin se emplea cloruro sódico porque es la sal que está presente en proporción preponderante en los tejidos. — *Deutsch. Med. Woch.*, 1903, 53.

Solución de Peptonato de Hierro y Manganese

Débase á Jungelaussen la simplificación del método de preparar este artículo, y es como sigue: Peptona, 7 grm., disuélvese en agua destilada, 63 grm. y viértese en una solución de hierro dialisado (Ph. G.) 180 grm., calentado previamente al baño-maría. Continúa calentándose hasta obtener una solución enteramente clara. Al mismo tiempo se disuelve peptona, 18 grm. en agua destilada, 162 grm., y una solución al 10 por ciento de cloruro manganoso, 37.5 grm., también al baño-maría. Se añade gradualmente la solución caliente de peptonato de hierro, agitando constantemente, á la solución de manganoso, y continúa calentándose hasta que una parte de la mezcla, después de retirada y mezclada con 20 volúmenes de agua, permanece absolutamente clara. Entonces se prepara el peso y fija á 1000 grm. con agua destilada. La solución contiene 0.6 por ciento de hierro y 0.1 por ciento de manganoso. — *Journ. Pharm. Chim.* (7/, 17, 63, según *Apoth. Zeit.*, 17, 755.

Pasta para Cuero de Charol

Derrítase cera pura al baño-maría, colóquese sobre un fuego de carbón moderado, añádese primeramente algún aceite de olivas, alguna manteca de puerco y mézclese bien agitándolo, luego añádese aceite de trementina, y finalmente algún aceite de espliego; la pasta que resulte se pone en cajas, y al solidificarse tomará la consistencia necesaria. Para devolver el lustre á la piel, aplíquese alguna pasta y frótese con un paño de hilo. El cuero se mantiene suave y no se resquebraja.

Transpiración Excesiva de las Manos

Acido bórico.....	5 partes
Borax.....	15 "
Acido salicílico.....	15 "
Glicerina.....	60 "
Alcohol diluido.....	60 "

Se frotarán las manos tres veces al día.

Manera de Preparar la Gelatina Francesa

Con motivo de varios casos de tétano ocurridos recientemente en París, atribuidos á la gelatina tomada en una forma ú otra por los enfermos, el Dr. Saingery ha publicado un trabajo muy importante y de sumo interés en el *Journal Médecine Interne*, del cual tomamos los siguientes párrafos:

« La gelatina procede de dos cosas, de las mondaduras de las pieles, cueros, etc., y de huesos. Estos últimos se someten por algunos días á la acción de ácido hidroclórico diluido que ataca las materias inorgánicas, carbonatos, fosfatos, etc., y deja la osteína, esto es, un isomero de la substancia de la piel. Las mondaduras y desperdicios de la piel se recogen de los mataderos, de las carnicerías, etc., y se llevan á la fábrica, y caso de hallarse en estado de no usarlos inmediatamente, échanse en cal viva que los conserva por algún tiempo, después se lavan y se hacen pasar por un ácido diluido que elimina los rastros de cal que quedan, y en este estado se hallan á punto de suministrar la gelatina. La osteína de los huesos se expone á un tratamiento parecido, primero á la cal, luego se lava y deja en ácido diluido y de éste pasa á un baño de agua caliente que no excede de 80° á 90° C. (175°-195° F.). »

Los huesos proceden de todas partes, la mayoría de América (Norte y Sur) y Australia. El fabricante de gelatina compra de los fabricantes de botones y fabricantes de mangos de cuchillo y de artículos de hueso en general, aquellas partes del hueso que no pueden usar, algunas de las cuales miden hasta ocho pulgadas de largo por media de grueso.

Por un número de años han llegado á Francia y Alemania cantidades enormes de huesos machacados, cuyos trozos no son más grandes que un guisante. Procede este material del lejano Oriente y de las Indias Orientales, teniendo en sus manos este negocio los ingleses, cuyo punto de exportación es Currachee, en la boca del Indus. La naturaleza y origen de este material—ya sea de origen animal ó humano—parece ser un misterio, como también el motivo para machacarlo.

Los huesos recogidos por los traperos producen la cola más fuerte. Las mondaduras de pieles, cueros, etc., proceden de las pieles de bueyes jóvenes, de becerros, etc., que no puede aprovechar el curtidor, como son cabezas, piernas, etc.

« La gelatina fabricada por Coignet de la Farmacia Central, se hace de pieles obtenidas de los zurradores de París que á su vez se las procuran directamente de los mataderos de la Villette, lo que equivale á decir, que el material es fresco y sano garantido, porque esos establecimientos están bajo la rígida inspección y vigilancia de los inspectores del gobierno y veterinarios.

» Finalmente, hay gelatina ó cola de que se sirven los carpinteros y constructores de cielos rasos, la cual se extrae de las pieles de conejos, que se impregnan primeramente con bicloruro de mercurio; mas este producto, por supuesto, no se emplea en farmacia. »

Pintura con Cola para Suelos de Cocinas

A tres libras de pinabete amarilló se añadirá una libra ó dos, si se desea, de blanco de plomo seco y se mezclan bien, luego se disuelven dos onzas de cola en un cuartillo de agua, agitando á menudo hasta quedar suave y á punto de hervir; en este estado se espesa el agua de cola con el blanco y amarillo de plomo hasta

que la mezcla esté en estado de aplicarse con suavidad al piso para lo cual se empleará una brocha ordinaria. La pintura llenará todos los huecos y hoyos del piso basto, no tardando en secarse, y cuando lo esté, aplíquese aceite de linaza seco con una brocha limpia. A las pocas horas el piso habrá secado para poder usarse tomando la precaución de extender sobre él unos papeles ó esterás por unos días. Cuando haya de limpiarse el suelo se empleará jabonadura.

La Cera como Excipiente de Drogas para Medicación Intestinal

Aunque la keratina para cubrir píldoras compuestas de drogas para fines intestinales, ha dado indudablemente buenos resultados, Míaurol llama la atención á una manera sencilla de componerlas, que se ha probado por algún tiempo sin entorpecimientos. Débese á Mondière y consiste simplemente en incorporar el ingrediente activo con cera de abejas derretida. Por ejemplo, cubebas y bálsamo de copaiba pueden administrarse de esta manera sin causar eructos desagradables. Se prescriben así: Cera amarilla, 10; bálsamo de copaiba, 20; cubebas en polvo, cantidad suficiente. Derrítase juntos la cera y la copaiba y añádese suficiente cubebas en polvo para darle la consistencia de una confección. Cuando está fría se toma en la forma de bolos, en la dosis prescrita. Ipecacuana, serpentaria, sen, se han prescrito de la misma manera sin dificultad, y de igual manera la pancreatina, pero teniendo cuidado de que en esta última la temperatura de la cera no fuese muy alta al añadir el ingrediente activo. — *Bull. Gén. de Thérap.*, 145, 221.

Cultivo de la Canela

Stuhlman (Sueiz. Wochschr), describe la manera de cultivar el árbol de la canela en Ceilán, donde la industria está en manos de los naturales. La planta rinde el producto de mejor calidad que se cría del suelo arenisco de la región de la costa; pero además se cultiva la canela desde las tierras situadas al nivel del mar hasta una altura considerable. Los árboles no parecen sufrir con los vientos de la costa. Se hacen primeramente planteles y las plantas se siembran de cuatro á seis piés de distancia entre sí y cuando tienen un alto de dos ó tres pulgadas se cortan los retoños. Del tronco se permiten crecer un número reducido de vástagos, de seis á diez, los cuales se cortan dos veces al año, siendo la segunda cosecha la más fina y apreciada. A estos vástagos se les monda las hojas, y las extremidades se emplean para la destilación de aceite. Las partes más gruesas de aquellos se cortan en trozos de unos dos piés, y luego se les desprende la corteza con un cuchillo y cuando está seca se empaqueta en rollos.

Relleno de la Dentadura

Oxido de cinc (hecho recientemente por quemado).....
 Sílice pulverizado.....
 Vidrio pulverizado.....
 Borax pulverizado.....

Mézclase y pásese por tamiz fino.

Deberá conservarse en una botella. Cuando haya de usarse se mezcla rápidamente de polvo con una solución concentrada de cloruro de cinc para hacer una pasta espesa, la c

la cavidad del diente, y á los diez minutos ha endurecido. Esta composición forma una especie de cemento blanco duro que no se altera por años, y es casi tan permanente como el oro.

NOTAS FARMACEUTICAS

UNA GÁRGARA EXCELENTE PARA LA BOCA

El *Drogisten Zeitung* recomienda lo siguiente:

Corteza de cincona.....	5 partes
Madera de guayaco.....	5 "
Raíz de orcanete	2.5 "
Raíz de parietaria.....	5 "
Sándalo.....	5 "
Clavos.....	5 "
Mirra	10 "
Alcohol, 60°	1000 "

Macháquense las drogas, cúbranse con el alcohol y macérense juntas por ocho días. Filtrese y disuélvase en el filtrado.

Aceite de menta piperita.....	5 partes
Aceite de salvia	1 "
Aceite de canela.....	2 "
Aceite de tomillo.....	1 "

Una cucharadita de la preparación en un vaso de los de vino lleno de agua.

UN EXCELENTE ENGRUDO FIRME

Harina de trigo	1 libra
Acido nítrico.....	1 litro
Agua, fría.....	4 dracmas fl.
Acido bórico.....	40 granos
Aceite de clavos.....	20 mínimos

Mézclase la harina, el ácido bórico y el agua; cuélese la mezcla, añádese el ácido nítrico, sométase al calor revolviendo constantemente hasta esperarse la mezcla; déjase enfriar y cuando esté casi fría añádese el aceite de clavos. Esta pasta posee un olor agradable, no atrae moscas y puede adelgazarse, añadiendo agua fría cuando se necesite.

POLVOS PARA EL BAÑO

Borax	4 onzas
Acido salicílico.....	1 dracma
Extracto de casia.....	1 "
Extracto de jazmín.....	1 "
Aceite de espliego.....	20 mínimos

Frótese el aceite y extractos con el bórax y el ácido salicílico hasta que el alcohol se haya evaporado. Empléese una cucharadita colmada para el baño del cuerpo.

CEMENTO PARA HOJAS METÁLICAS SOBRE VIDRIO

Barniz copal	15 partes
Barniz de aceite de linaza	5 "
Trementina cruda.....	3 "
Aceite de trementina	2 "
la de carpintero disuelta en agua ..	5 "
reta precipitada.....	10 "

JALEA DE GLICERINA TRANSPARENTE

Jabón transparente.....	1 onza
Agua.....	4 "
Glicerina	4 "

Disuélvase el jabón en la glicerina y agua con la ayuda del y cuando está aún caliente, añádense 20 onzas de glicerina; se enfriarse del todo se perfuma y vierte en botes de vidrio.

POLVOS PARA EL CÓLICO DE LOS CABALLOS

La *Farmaceutische Zeitung* prohija lo siguiente como muy valioso:

Aloes	150 partes
Cloral-hidrato.....	25 "
Sulfato sódico.....	500 "
Raíz de malvabisco	100 "

Mézclase. Dese una cucharada cada tres horas.

LINIMENTO BRODI PARA EL ASMA

Aceite de estilingia	4 dracmas
Aceite de lobelia.....	2 "
Aceite de cayeput.....	1 "
Alcohol.....	1 onzas

PARRAFOS DE INTERES COMERCIAL

— La Herpicide Co., de Detroit (Mich.), E. U. A., fabricantes del Herpicide Newbro, artículo de tocador americano muy popular, necesario en las barberías, hacen una oferta en extremo llamativa á los droguistas del extranjero, la de ser agentes únicos al por menor, habiendo determinado esta compañía nombrar uno en cada ciudad importante bajo las siguientes condiciones: La Herpicide Co. anunciará extensamente en los periódicos locales, apareciendo en el mismo el nombre de la casa ó tratante como único agente. Estas agencias aumentarán en importancia de año en año, y no se traspasarán á otra persona á menos de que no existan suficientes razones para ello. Los agentes que se nombren deben tener la botica más importante de la localidad y la parroquia más selecta. Estos agentes deberán tener en todos tiempos una regular existencia de esta preparación, cuya venta está bien garantida por la publicación constante de los anuncios. Se hallarán más pormenores de esta oferta en el anuncio de la Herpicide Co., en la sección correspondiente de este periódico.

— Hase dicho que un hermoso catálogo es el mejor vendedor que puede tener una casa, porque no exagera ni disminuye el valor ó calidad de los artículos, y hace de ellos una fiel descripción. A lo menos esto es lo que ocurre con la Rochester Surgical Appliance Co., del No. 17 Elm St., Rochester (N. Y.), E. U. A., cuyo catálogo en español acaba de salir de la prensa. Merece plácemes esta casa por los muchos é ingeniosos aparatos eléctricos que manufactura para subvenir á todas las necesidades de la cirugía moderna. Los instrumentos para diagnósticos en particular, encierran un interés especial para aquellos de nuestros lectores que compran artículos de esta clase para sus clientes de la profesión médica y quirúrgica y para hospitales. En su vista nos permitimos recomendar á aquellos de nuestros lectores interesados en este renglón de instrumentos, que se dirijan á los fabricantes en demanda de informes ó se sirvan pasar aviso al departamento extranjero del AMERICAN DRUGGIST de las compras que tienen en vista hacer, pues este paso puede resultar en su beneficio.

— El Jarabe Calmante de la señora Winslow, es uno de los remedios de su clase mejor conocidos del mercado. La Anglo-American Drug Co., de la ciudad de Nueva York, que son los propietarios, suministrará con gusto materia impresa en español para anuncios, de balde, á los corresponsales que mencionen el AMERICAN DRUGGIST.

— Los Sres. Boericke & Tafel, 145 Grand Street, de Nueva York, tendrán placer en remitir por correo, franqueo pagado, un interesante catálogo en español de materiales homeopático-farmacéuticos. Esta es una de las casas más antiguas de los Estados Unidos dedicadas á la homeopatía, habiendo conseguido dar á conocer sus preparaciones en todo el mundo.

— Causa satisfacción saber que la emulsión Scott vendrá á llenar el vacío debido á la escasez de aceite puro, y el artículo estará al alcance de quien lo necesite. Con motivo de su larga experiencia, Scott & Bowne pudieron prever la situación, porque atraviesa el mercado de aceite de hígado de bacalao, é hicieron provisión de este artículo al coste enorme á que se vende. Esto, no obstante, la Emulsión Scott se venderá al comercio al por menor al mismo precio que antes.

No es tan sólo peligroso, pero innecesario hacer ensayos con los numerosos substitutos de aceites baratos, por cuanto la Emulsión Scott, que es conocida como la Emulsión tipo de aceite de hígado de bacalao, contiene sólo los más puros ingredientes, y, por consiguiente, no hay excusa para emplear substitutos inferiores y baratos. En esta ocasión, particularmente, el comercio de drogas al por menor debería de estar sobre aviso y proteger á sus parroquianos, aprontando la Emulsión Scott con preferencia á otras, porque es la única garantida de que el aceite que contiene es absolutamente puro. Cada frasco de Emulsión Scott está apoyado por la fama adquirida por Scott & Bowne durante treinta años.

— La Hallwood Cash Register Company, Columbus, O., está dispuesta á hacer una proposición que ayudará á los droguistas á estar bien al tanto con sus negocios. Pídanse los pormenores, mencionando el AMERICAN DRUGGIST.

— Arthur Colton, de Detroit, fabrica un renglón completo de maquinaria para farmacéuticos de los tipos más aceptados, como Confeccionadoras Automáticas de Píldoras, Máquinas para hacer Pastillas, Máquinas para Encapar Píldoras, etc. Escribásele pidiendo catálogo y precios, que es la manera de tener el laboratorio bien arreglado.

— La Torsion Balance Company, del 92 Reade Street, Nueva York, fabrica balanzas de mucho alcance, y, con todo, son de un ajustamiento delicado. Resisten el manoseo sin descomponerse. Su catálogo ilustrado muestra las ventajas especiales de este sistema de balanzas.

— La creta de más confianza y de la forma más económica, es la que coloca en el mercado la Thomas Mfg. Company, de Baltimore, bajo el nombre de «Creta Inglesa Thomas Preparada.» Se envasa en cajas de madera de 8 libras, y puede obtenerse de los tratantes en dos colores-blanco y rosa.

— La Rochester Surgical Appliance Company, del 17 Elm Street, Rochester (N. Y.) acaba de publicar un hermoso catálogo ilustrado en el que están descritos los aparatos ingeniosos y nuevos en la forma de instrumentos diagnósticos, los que se encienden por electricidad. Se enviará un ejemplar de este catálogo á los interesados que mencionen el AMERICAN DRUGGIST. Los efectos de esta compañía han sido objeto de general aceptación entre los cirujanos de renombre, y habrán de constituir un renglón popular en manos del farmacéutico.

— La Canton Rubber Co., de Canton (Ohio), anuncia una venta considerable de la Nueva Botella Enteriza para Agua Caliente y Jeringa de Fuente. La creencia de esos fabricantes que el mercado necesitaba efectos de ese renglón que fuesen excepcionalmente buenos, parece ser plenamente justificada por la venta de esos mismos efectos. Además se han visto obligados á agregar á su renglón una jeringa de fuente de 3 litros.

— El renglón de Pilas Eléctricas para Médicos y otros aparatos para los mismos fabricados por Percy G. Williams, del No. 6 Barclay Street (E. U. A.), es tenido como tipo tanto en calidad como adelanto moderno. Nuestros lectores recibirán un ejemplar

del catálogo de este fabricante al solicitarlo, ó contestación á cualquier pregunta específica que se le haga.

NUEVO DICCIONARIO ESPAÑOL-INGLÉS. — El nuevo Diccionario Español-Inglés é Inglés-Español, de Appleton, de Nueva York, compilado por don Arturo Cuyás, en reemplazo del abreviado de Velázquez, es muy manual y su publicación oportuna. Es de tamaño 12^{ma}, no muy pesado para manejarse, y contiene arriba de 4,000 voces modernas y 20,000 acepciones, frases idiomáticas y vocablos técnicos que no se encuentran en ninguna de las recientes ediciones de obras semejantes. Para formar un libro compendioso que sea de utilidad á los estudiantes, viajeros y hombres de negocios, el compilador ha adoptado como base el diccionario de la Academia Española (13a. edición-1899) considerado como la autoridad más alta en lexicografía española, excluyendo solamente las palabras de origen arcaico.

Se han incorporado al libro muchas voces y acepciones las cuales, aunque no son puramente castellanas, se usan en general en los países de la América española y en las Islas Filipinas, é igualmente un número considerable de vocablos técnicos empleados con frecuencia en las relaciones comerciales entre países españoles é ingleses. En lugar de definiciones largas en inglés de una palabra española, se ha dado la equivalente en aquella lengua, lo que facilitará el trabajo de los traductores. Los verbos irregulares, que son á menudo un tropiezo para los estudiantes, se dan en totalidad en esta obra; con cada infinitivo se hallarán los tiempos fundamentales de tales verbos, de los cuales se forman otros modos, como también los cambios que sufren algunos verbos regulares en algunos de sus modos. Todo cuanto se ha dicho arriba de la parte española-inglesa de la obra, tiene aplicación á la parte inglesa-española, que es la segunda mitad del mismo volumen. Cada parte contiene un apéndice de los nombres geográficos que difieren en ambas lenguas, un catálogo de nombres propios de hombres y mujeres más usuales, y una lista de las abreviaciones más comunes empleadas en ambos idiomas. Los estudiantes españoles habrán de quedar complacidos de la manera detenida con que se discute el alfabeto inglés y de la pronunciación de las letras.

Para dar á conocer este nuevo Diccionario, la American Druggist Publishing Co., lo entregará en cualquiera parte del mundo, franqueo pagado, al recibo de \$2.50 en oro, ó se enviará gratis con una suscripción del AMERICAN DRUGGIST al recibo de \$5.00 oro.

— Todas las personas á quienes se ha vacunado deberían usar un escudete de vacunación, no tan sólo por lo confortante que son sino porque reducen á lo mismo las posibilidades de la infección de las ropas ó de otras substancias extrañas, lo que reviste suma importancia. Por más que haya en el mercado muchos escudetes para este fin, uno de los más satisfactorios que hemos visto es el escudete de celuloide que fabrica la Perfect Celluloid Vaccination Shield Co., 253 A Broadway, Nueva York, cuyo anuncio dirigido al comercio, ofreciendo una muestra gratis al solicitarlo, se hallará en la sección correspondiente.

— Obsérvese en varios países extranjeros la tendencia á instalar en las farmacias los aparatos-fuentes para administrar al público bebidas frías de aguas carbónicas ú otras aromadas con jarabes, de lo cual resulta un aumento en los ingresos del establecimiento.

En los Estados Unidos se construyen varios aparatos de esta clase, algunos de los cuales son sumamente costosos, pero también hay otros cuyo precio está al alcance del droguista en general, y de esta clase no conocemos nada mejor que los fabricados por M. H. Pettigore, del No. 434 Water Street, Nueva York. Este caballero dispone de modelos muy llamativos de aparatos-fuentes, y está dispuesto á dar toda clase de informes en relación con el manejo y construcción de los mismos.

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